A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 1, 1968

NEW KENNEDY ROUND CUTS

International Trade Winds Newsletter

Company News

INDUSTRIAL EQUIPMENT—Pennsylvania Engineering Corp., New Castle, Pa., announcing entry into the mixer-type hot metal (torpedo) car business, has received a first foreign contract for such cars. The order covers two 186-metric ton units for Cia. Fundidora de Fierro y Acerro, of Monterrey, Mexico. The cars, designed to transport molten iron from blast furnaces to steelmaking furnaces, are scheduled for delivery to the Mexican plant by September.

FOOD PROCESSING—A.E. Staley Manufacturing Co., Decatur, Ill., has acquired a substantial interest in Almidones Mexicanos, S.A. of Guadalajara, Mexico, a corn processor and Staley licensee for several years. Almidones Mexicanos will now begin production of new starch and sweetener products under Staley-developed refining and modification processes, for use principally in foods, beverages, papers and textiles. This acquisition represents Staley's second corn refining interest in Latin America. A Staley plant in Honduras serves Central and South America.

BANKING—The Bank of America, San Francisco, has opened new branches in Athens, Greece, and Djakarta, Indonesia. The Athens branch is engaged primarily in international banking. The Djakarta bank has two branches, one in the city's financial center and one in the export-import center. Both will emphasize financing of Indonesian foreign trade as well as economic development. The opening of the new branches marks the first entry into either country by the bank and brings to 65 the total number of countries with Bank of America branches and affiliates.

CONSTRUCTION—Badger Co., Cambridge, Mass., a Raytheon subsidiary, is nearing completion of a new high density polyethylene plant being built for Polyolefins N.V. at Scheldelaan, Belgium. Badger has been responsible throughout the contract for the supervision of construction of the complete installation as well as the design, engineering, and procurement services.

Is Southeast Asia a better market than many U.S. firms think? Exhibitors at a 1967 show of building equipment and supplies at the Bangkok U.S. Trade Center predicted $237,500 in sales over the following 12 months. The 34 participants, polled recently on their actual resulting sales, reported a total of $344,279, or 45% over the estimates. Kohler, for one, expected no sales but achieved about $50,000. And projections for the next 12 months are for an additional $340,300 in U.S. export sales gained as an upshot of the Trade Center exhibition.

It was the second time around for an automotive service equipment show at the Frankfurt U.S. Trade Center (the other was held in March 1963), but a notable first for the Cyclo-Shine Corp. It introduced a car polishing machine to the European trade. Interest by European gas station chains and auto equipment distributors led to a 12-month sales estimate of $250,000--and agency negotiations with 24 different firms.

A tip from U.S. Commercial Officers in Norway, about the Fifth International Materials Handling Fair held in Oslo this spring. It attracted all-out attendance from the trade and from users, and "competition in this field is so keen that participation in the fair is considered a 'must.' Next such fair in Norway will be in three or four years.

Eximbank export credits to buy products of major U.S. corporations have important spinoff to small businesses. Examples in aircraft: during the last two years Eximbank has authorized credits for $381 million on Boeing jets and $199 million on McDonnell-Douglas jets for overseas lines. Meanwhile Boeing commercial production resulted in $2.5 billion orders to suppliers--20% to small businesses, and McDonnell-Douglas committed $537 million to suppliers--36% to small businesses.

The spotlight falls again on the recent Pumps, Valves, Filters and Compressors show at the Tokyo U.S. Trade Center. Skinner Precision Industries, New Britain, Conn., reports these achievements: exposure to more than 200 potential new customers; $20,000 sales off-the-floor; $50,000 order from agent to meet exhibit demands; $150,000 probable additional sales in next year; four new reps in two product lines. Skinner's Frank Lineaweaver summed it up: "This show has been handled with customary...efficiency, excellence."

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the cover

Coverage of GATT Kennedy Round tariff negotiations and their aftermath in the form of important benefits to U.S. exporters continues to be a major item in the pages of INTERNATIONAL COMMERCE. This week's story, on page 2, gives highlights of actions by 14 nations making the first 40% of their commodity tariff reductions on July 1.

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DOUBLE-STEP IMPLEMENTATION

Kennedy Round cuts due

Fourteen nations making first 40% of commodity tariff reductions on July 1

By DOUGLAS F. CARROLL
Office of International Regional Economics, BIC

Fourteen nations are scheduled to cut tariffs on thousands of commodities by as much as 20% when they implement the first two stages of their Kennedy Round concessions on July 1. These countries join 13 nations that initiated implementation of tariff reductions on Jan. 1 in the monumental agreement that is lowering tariff barriers to an estimated $40 billion of free world trade.

CARROLL

The Kennedy Round is the name given to the Sixth Round of Tariff Negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT), concluded on June 30, 1967. The 53 nations that participated in the Kennedy Round agreed to reduce tariffs on non-agricultural products by an average of 35%, with duties on many items being slashed by as much as 50%.

Five equal stages

The tariff reductions negotiated in the Kennedy Round are being implemented in five equal stages, each stage comprising one-fifth of the total concession. The full reductions are to be effective by Jan. 1, 1972, but the timing of the individual stages varies from country to country, with most nations falling into two general groups; those 13 that implemented their initial one-fifth reduction on Jan. 1 of this year, and the 14 that, effective July 1, are implementing both of their first two stages at the same time.

The nations that are implementing the first 40% of their scheduled Kennedy Round concessions on July 1 are the European Economic Community (EEC) —Belgium, France, Germany, Italy, Luxembourg, and the Netherlands; Finland; Japan; Sweden; the United Kingdom; Denmark; Norway; Trinidad & Tobago; and Spain. These countries are to implement the remaining three stages on Jan. 1 of 1970, 1971, and 1972. Thus, for these countries, a duty that was reduced from 10% to 5% in the Kennedy Round falls to 8% on July 1 of this year, then to 7% on Jan. 1, 1970, 6% on Jan. 1, 1971, and 5% on Jan. 1, 1972.

Thirteen other nations that implemented their first stage on Jan. 1 will not participate in the July 1 reductions. In this category are the U.S., and Australia, Austria, Canada, Chile, Ireland, New Zealand, Peru, Portugal, South Africa, Switzerland, Turkey, and Yugoslavia. These countries will carry out their second one-fifth reduction on Jan. 1 of 1969, followed by further stages on Jan. 1 of 1970, 1971, and 1972. For these countries, therefore, a duty that was reduced from 10% to 5% in the Kennedy Round fell to 9% on Jan. 1, 1968, and will fall to 8% on Jan. 1, 1969, 7% on Jan. 1, 1970, 6% on Jan. 1, 1971, and 5% on Jan. 1, 1972.

A third group of nations made concessions in the Kennedy Round that consisted solely of "bindings"—promises not to raise their tariffs in the future above specified ceilings. These concessions require no staging and are currently in effect. Nations participating in this manner are Argentina, Brazil, and Malawi.

Iceland put virtually all of its agreed reductions into full force on Feb. 15, 1968. The single exception is office machines, which will follow the timetable of concessions made by nations participating in the July 1 reductions.

The 52 nations other than the U.S. that participated in the Kennedy Round granted tariff concessions covering approximately $32 billion of their combined world imports (1964), including about $8.1 billion worth from the United States. These concessions include reductions and elimination of duties, as well as bindings of existing duties or existing duty-free treatment.

Duties on items comprising $6.7 billion of imports from the United States were either reduced or eliminated under concessions granted by our major negotiating partners in the Kennedy Round. In addition, tariffs applying to another $68 million of U.S. imports were bound at existing rates and continued duty-free treatment was guaranteed on U.S. imports valued at $845 million.

Of the $8.1 billion of products from the U.S. that were granted concessions by countries participating in the Kennedy Round, about $870 million covered agricultural products and nearly $7.2 billion applied to non-agricultural items. The United States reciprocated by granting tariff concessions covering $610 million of agricultural imports and $7.4 billion of non-agricultural imports from participating nations.

Duty reductions outlined

The duty reductions of the 14 nations that are scheduled to implement the first two stages of their Kennedy Round concessions on July 1 are summarized briefly below. Concessions of the countries that began participating on January 1 were described in a similar fashion in the Jan. 22 issue of INTERNATIONAL COMMERCE.

The following summaries are based upon the concessions schedules agreed upon in July 1967, and more precise information on the rates will not be available until the actual revised tariff schedules of the countries have been received.

More complete information regarding the Kennedy Round and some of its implications for U.S. trade is contained in the July 31 and Nov. 20 issues of INTERNATIONAL COMMERCE.

Detailed information regarding duty changes on individual products resulting from the Kennedy Round may be obtained through any U.S. Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

The **European Economic Community** countries—Belgium, France, Germany, Italy, Luxembourg, and the Netherlands —are scheduled to implement their common external tariff on the same date as their initial Kennedy Round cuts, July 1. These countries negotiated in the Kennedy Round as a unit. The EEC made concessions on products comprising 81% of all third-country imports available for concession. About 87% of dutiable imports from the U.S. were granted concessions.

About 31% of dutiable imports from all third-country sources were granted duty reductions of 50% or more, and

about 42% were granted reductions of less than 50%. Of dutiable imports from the U.S., 43% were granted reductions of 50% or more, and 44% reductions of less than 50%.

The EEC countries bound duty-free treatment on 97% of existing duty-free imports from all third-country sources.

Concessions on commodity groups of particular interest to U.S. exporters include duty reductions on machinery and mechanical appliances, chemicals and allied products, transportation equipment, electrical machinery and equipment, iron and steel products, and optical, photographic, scientific, medical, and surgical instruments and apparatus.

Finland granted tariff concessions on items comprising about 86% of the total value of her import trade, with an average cut of 42.5%. About 87% of imports from the U.S. were affected, with the bulk in the form of reductions, and duty-free bindings comprising the remainder. Of particular interest to U.S. exporters are concessions on outboard motors, metal-working machine tools, spark plugs, electronic tubes, measuring instruments, tractors, passenger cars, anti-knock preparations, plastic resins, hearing aids, and x-ray apparatus.

Japan made concessions on about 64% of dutiable imports from the U.S. The average depth of reductions was about 35%, with duties on many items being slashed by 50% and more. Japanese concessions that may have particular impact on U.S. exports include substantial reductions on the duties applying to chemicals, machinery, machine tools, and transportation equipment. Exemplifying Japan's significant concessions on products of special interest to the U.S. is the agreement to reduce duties on passenger cars more than 270 cm. in wheel base from 35% to 17.5%; 40% of this cut will become effective July 1, bringing the duty on this item down to 28% on that date.

Sweden granted concessions covering 86% of total imports available for concession. Concessions were granted on nine out of every ten dutiable imports from the U.S., with the average reduction in duties applicable to U.S. trade about 34%. Sweden cut its already moderate duties by 50% or more on many items of special interest to U.S. exporters, including steam boilers, piston engines, pumps, canned fruits and juices, biscuits and wafers, refrigerators, hand tools, and cameras.

The **United Kingdom** cut tariffs substantially on most industrial products and many agricultural products of interest to U.S. exporters. Items comprising about 72% of the value of imports from the U.S. were subject to tariff concessions, most in the form of reductions rather than bindings. Slashed by at least half were the duty rates on certain canned foods, articles of rubber, imitation jewelry, aluminum alloys, electric typewriters, microphones, loudspeakers, amplifiers, cameras, fountain pens, tractors, and passenger cars; the duties on these items will therefore drop by at least 20% with implementation of the initial two stages of reductions on July 1.

Denmark made substantial duty reductions on most of her imports. Both overall imports and U.S. imports were subject to concessions covering about 85% of their value.

Almost two-thirds of U.S. exports now enter Denmark free of duty. About 92% of the total value of items imported by Denmark from the U.S. were subject to concessions, most of which were duty reductions and the remainder duty-free bindings. Most of Denmark's duty reductions were between 25% and 50%. Cut in half by Jan. 1, 1972, will be the duties on such diverse items as certain canned fruit and juices, steam engines, and refrigerating equipment.

Norway's concessions in the Kennedy Round were more favorable to products of the U.S. than to those from most other countries. Whereas Norway made concessions on items comprising 64% of the value of her total dutiable import trade, about 80% of the value of dutiable goods imported from the U.S. were granted concessions. Most of the reductions on imports from the U.S. were by at least 50%, meaning that 20% of the total import tariffs on these items will be slashed on July 1. The Norwegian duty rates on outboard motors and electric typewriters, for example, fall from 10% to 8% on July 1, and will fall to 5% by Jan 1, 1972. The average depth of cut of Norwegian concessions on all imports was 37%.

Trinidad and Tobago directed about half their concessions at products which are principally supplied by the U.S. Most of the concessions were in the form of bindings of existing duty rates and existing duty-free treatment, but U.S. exporters may also find of interest the reductions of 50% or more on duties applying to wool waste, cattle for breeding, and railway freight and maintenance cars without power equipment.

Spain made concessions in the Kennedy Round that will affect items comprising about 9% of the value of her total imports from the U.S. On the basis of statutory rates, almost all of Spain's concessions were duty reductions, including reductions of over 50% on some imports from the U.S. However, on the basis of the effective rates which were temporarily applied to most items in the Spanish tariff, the concessions granted by Spain consisted primarily of bindings, with relatively few items subject to duty reductions.

Companies can get details

U.S. companies are invited to utilize the services of the Department of Commerce for details on Kennedy Round negotiations as they apply to their everyday operations. Trade analysis specialists in the Office of International Regional Economics (OIRE) can provide information on concessions affecting individual products, as well as other foreign-country import regulations which were largely unaffected by the Kennedy Round negotiations, such as internal or border taxes, licensing and documentation requirements, and import quotas.

Requests should specify particular country of interest and give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B export commodity number.

Countries making concessions were: AFRICA—Malawi, South Africa; EUROPE—Austria, Denmark, EEC (includes Belgium, France, Germany, Italy, Luxembourg, and the Netherlands), Finland, Greece, Iceland, Ireland, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, Yugoslavia; EASTERN EUROPE—Czechoslovakia, Poland; FAR EAST—Australia, Japan, Korea; NEAR EAST-SOUTH ASIA—India, Israel, Turkey; WESTERN HEMISPHERE—Argentina, Brazil, Canada, Chile, Dominican Republic, Jamaica, Peru, Trinidad & Tobago.

Write: Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

HISTORIC COMMON MARKET STEP

EEC customs union born

U.S. trade position assisted by Kennedy Round cuts affecting most exports to area

By J. ROBERT WILSON
Office of International Regional Economics, BIC

The six members of the European Economic Community—Belgium, France, the Federal Republic of Germany, Italy, Luxembourg and the Netherlands—have now brought their customs union into effect, an act of major importance to U.S. and world traders.

WILSON

The simultaneous application of the initial Kennedy Round tariff reductions will help American exporters to compete in the prosperous Common Market.

Although a Common Market for coal and steel had existed since 1953, agreement to establish a general customs union dates from March 25, 1957, when the six governments signed the Treaty of Rome creating the European Economic Community.

Article 9 of the Rome treaty states that "The Community shall be based upon a customs union." This involves the elimination of customs duties and quantitative restriction on intra-EEC trade and the adoption of a common customs tariff applicable to third countries. This uniform external tariff distinguishes a customs union from a free trade area.

The Rome Treaty provided that the customs union should be achieved in three stages and established a precise time-table for the first two stages. Since the process was to have been completed during the third stage, which will run until 1970, the customs union completion on July 1 puts it a year and a half ahead of schedule.

The first reduction of internal duties (from the duties applied on Jan. 1, 1957) was made in January 1959. By mid-1962, as a result of accelerated reductions, duties had been halved. Inspired by this and other achievements, the EEC Commission shortly thereafter published an Action Program which proposed that the customs union be achieved by Jan. 1, 1967. However, the crisis of 1963 over the admission of Great Britain to the EEC and the crisis of 1965 over the financing of the Common Agricultural Policy confounded the plan for speeding up the Common Market.

The 1966 agreements on the common farm policy also provided for the completion of the customs union by mid-1968. It was decided to eliminate the remaining duties on internal trade by effecting a 5% reduction in mid-1967 and a 15% reduction on July 1, 1968. The stimulus all these reductions provided to internal trade is apparent from the adjoining graph. Needless to say, the trade creation over the years was accompanied by a significant expansion of industrial output and an improvement in the level of living in the EEC.

Duty-free entry of goods from one member country to another is not expected to mean the complete absence of frontiers and customs formalities. Furthermore, until the Six adopt both uniform value-added tax systems and a common tax rate, imported goods will be subject to border taxes.

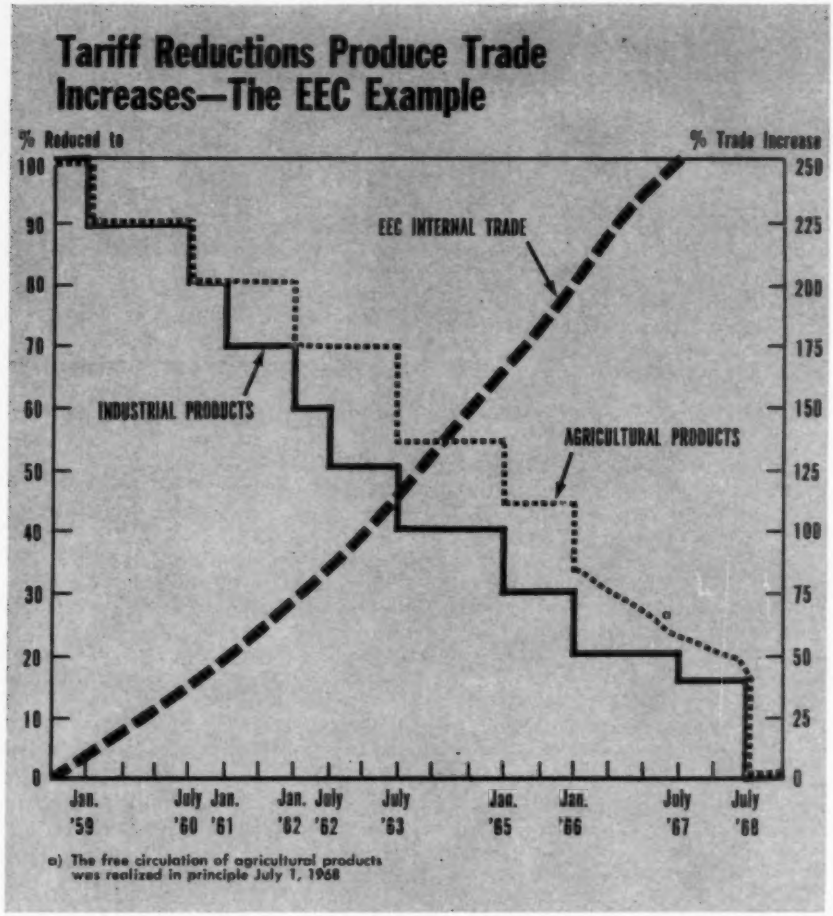
The Common External Tariff (CXT) was accomplished according to a different timetable and involved alignment of national tariffs in three steps. For most products the level of the CXT was simply fixed at the arithmetical average of the tariffs applied on Jan. 1, 1957, by France, Germany, Italy and Benelux (Belgium, the Netherlands and Luxembourg had their own CXT). However, rates for some key products, such as machine tools and aluminum, were fixed by negotiation between the Six. For industrial goods the first move of 30% toward the CXT was made in 1961, the second, also 30%, in 1963 and the remaining move of 40% has just taken place. For agricultural goods the timetable was not only slower but, in the case of products subject to the common agricultural policy, tariffs have been replaced by variable levies.

EEC'S COUNCIL OF MINISTERS, at a March meeting in Brussels. The Council also meets in Luxembourg.

Common tariff lowered

Thanks to the Dillon and Kennedy Rounds, the CXT will be about half of what it would otherwise have been, once the Kennedy Round cuts are fully implemented in 1972. July 1 saw the implementation of the first two of five stages of Kennedy Round reductions. These reductions affected 87% of U.S. trade with the EEC that was available for concessions. Many of the reductions negotiated at Geneva amounted to the full 50% cut and the average reduction weighted by trade is 33%.

To illustrate, let us take the fairly typical case of the duty on machinery for making paper. The pre-Kennedy Round CXT duty, a theoretical duty, was 10%.



Reduced by one half in the Kennedy Round, it was set at 8% as of July 1 and will gradually go down to 5% by Jan. 1, 1972. The national tariff rates as of June 30 were as follows: France 12.9%, Italy 14.1%, Benelux 8.4% and Germany 8%. Generally speaking, French and Italian duties were higher and Benelux and German duties lower than the pre-Kennedy Round CXT rates.

Customs receipts will still be collected and retained by the national authorities. The Commission's 1965 proposal for agricultural financing envisaged that customs receipts would be common property, but the Council of Ministers rejected this part of the proposal, at least temporarily. Since member countries with convenient port facilities, such as the Dutch port of Rotterdam, may receive more customs receipts than their own trade warrants, this subject may receive further attention.

Although the Commission of the European Communities anticipated the need for harmonizing customs laws and regulations of the member states, it is questionable whether complete unformity will have been achieved by the July 1 deadline. Draft directives have been submitted to the Council of Ministers covering such subjects as customs valuation of goods, bonded warehouse procedures, duty free zones and deferred payment of customs duties. However, approval of these directives was still pending at time of writing.

The Common Market is already more than a customs union and aims ultimately to achieve an economic union whereby national laws and policies affecting a wide range of economic activity will be harmonized.

More next week

The July 8 issue of *International Commerce* will carry a second article by Mr. Wilson, on the status of EEC efforts to formulate common policies in areas extending beyond commercial interests.

Plans progressing for Pacific Basin economic unit

Businessmen from five countries on the Pacific Rim (Japan, Australia, New Zealand, Canada and the United States), forming a new organization for economic cooperation, have already held three meetings and plan a fourth for 1969. This organization, the Pacific Basin Economic Cooperation Committee (PBECC) was founded at a meeting in Tokyo in 1967 of Australian, Japanese and New Zealand businessmen. Representatives from the Canadian and U.S. business communities later joined the group and participated in a meeting in Sydney on May 9-10. A preparatory meeting was held in Honolulu in February, and the next will be held in the U.S.

The PBECC was organized to meet, in the words of the covenant of the organization, "The urgent need for private enterprise to cooperate with Governments and international institutions in overall economic development of the Pacific Basin and advancement of the people's livelihood therein." The Committee therefore seeks to expand opportunities for trade, investment, tourism, and cultural and scientific exchanges among the member countries, and also between the member countries and the developing countries of the Pacific Basin. The work of the PBECC is expected to be carried on between general meetings by a steering committee of three members from each nation.

During the plenary sessions the organization unanimously adopted the covenant of the Committee. Members also discussed the repercussions on each member country of ste ling devaluation and dollar defense measures, investment possibilities in developing countries, and the merits, necessary prerequisites and organizational aspects of a proposed joint private investment company.

Shigeo Nagano, president of Fuji Iron & Steel Co. Ltd. of Japan, was unanimously elected president of PBECC for the next term of office. Elected as vice presidents were: Sir Edward Warren, a Sydney, Australia businessman; Dr. A. Olaf Wolff, vice president of Cominco Ltd. of Montreal; Ransom M. Cook of the United States, chairman of the Wells Fargo Bank International Corp. of New York City; and R. G. Speirs, president of the New Zealand Manufacturers Assn.

Mineral resources mission sees potential for equipment sales in Southeast Asian countries

Industrial group that visited Thailand, Malaysia, Singapore, Indonesia found opportunities for exploration, development

A U.S. Mineral Resources Development Trade Mission that went to Southeast Asia early this year reports a long-range potential for equipment sales and investment in the areas visited.

The region has tremendous natural resources but they have not been adequately developed, according to Mission Chairman Eugene Larson, vice president and director of the E. J. Longyear Co., Minneapolis.

Twelve executives of U.S. firms—mining companies, a bank, consulting engineers, and equipment manufacturers—plus representatives from the U.S. Bureau of Mines and the Commerce Department, spent more than three weeks in Thailand, Malaysia, Singapore, and Indonesia talking with Government officials and businessmen, participating in seminars, and touring mines.

Early in the sessions abroad, the participants saw that while trade and investment expansion was possible it would be slow in developing unless mining laws and regulations were changed to provide a climate attractive to substantial private investment. Thus, said Larson, the members emphasized in both public and private discussions the necessity for cooperation of government and business. Efforts are being made to improve the climate, he added.

While Thailand, Malaysia, and Indonesia offer prospects for exploration and development, Singapore—an island of only 222 square miles—is a growing mineral consumer and likely center for consulting services, the mission found.

The visit to Thailand was timed to coincide with the Seventh Mining Convention of the Thai Department of Mineral Resources in Bangkok, and with the mining equipment show at the U.S. Trade Center there, where several of the mission members had exhibits (see INTERNATIONAL COMMERCE, Apr. 22, 1968, p. 16; also, for earlier details and list of mission members, issue of Jan. 29, p. 16).

At informal meetings of the business members of the mission with Thai businessmen, students, and Government officials, interests ranged from new technologies for recovering minerals to marketing questions, participants said.

Interest in technology

"The younger engineers showed a keen interest in modern mining technologies, though they also seemed aware that most Thai mineral ventures would continue to use relatively primitive technologies. There was some concern that all U.S. equipment was designed for large-scale operations and so was impractical for Thailand," the mission report pointed out.

"Thailand has excellent potential for discovery and development of new mineral deposits, some of fair size by world stand-

AT U.S. EMBASSY IN KUALA LUMPUR, Mission Chairman Eugene Larson (third from left) discusses mining equipment sales opportunities with U.S. Ambassador James D. Bell and Commercial Attache Cornelis J. Goinga (right). Others from left: Mission member K. P. Wang, Chief International Specialist, U.S. Bureau of Mines, and Mission Coordinator Herbert Sacks, Deputy Director, Trade Development Centers Staff, U.S. Department of Commerce.

ards. Areas particularly in the north and western parts of the country have had little prospecting, but sizable deposits of fluorspar, tungsten, zinc, manganese, copper, iron, lead and oil shale reportedly exist.

Among subjects discussed during the seminars were ways to pump capital into mineral development, and taxation. Technical papers and movies were presented.

Tin, iron in Malaysia

At Kuala Lumpur, capital of Malaysia, participants called on the Ministry of Lands and Mines and also on representatives of several mining concerns. The Chief Inspector of Mines accompanied the mission to Ipoh, tin capital of the world. Here the members met with representatives of the Malaya Chamber of Mines, All-Malaya Chinese Mining Association, and local industry and business.

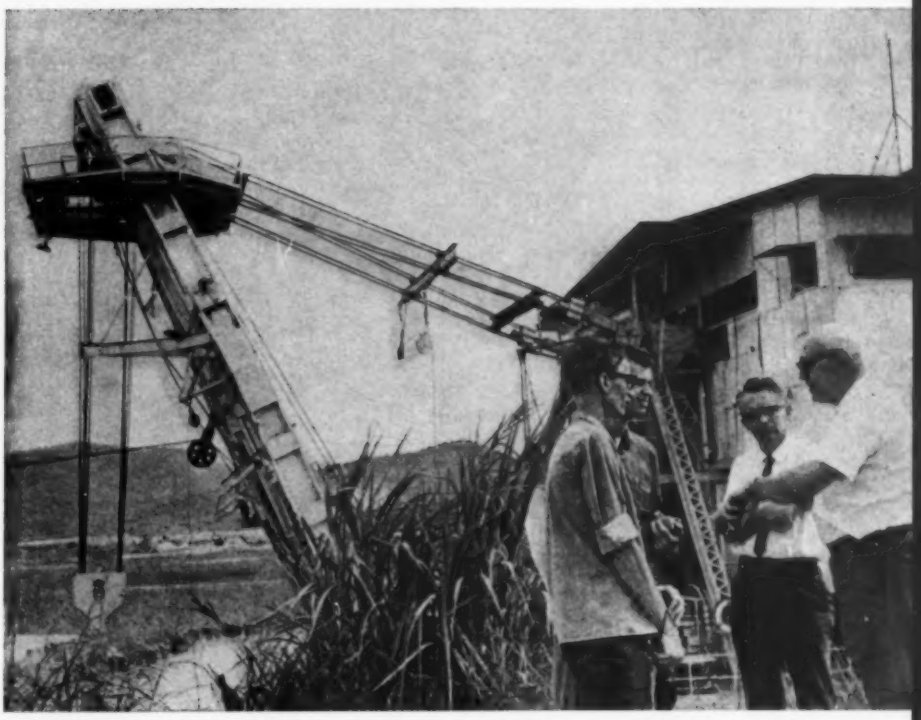
Malaysia is a Federation of States where land administration and the granting of mining rights are the responsibility of individual States. With the exception of extensive areas designated as Malay Reservations, in which ownership is reserved for native Malays, the state Government may alienate lands to individuals or companies for mining or other purposes.

Two of the country's minerals—tin and iron ore—are vital to the economy and significant by world standards. The two are often geologically and mineralogically mixed. Prospects for other minerals, particularly nonferrous base metals, are not especially good, except perhaps in Sarawak and Borneo.

Development of new reserves of tin is a crucial matter. Expediting issuance of prospecting permits and mining titles by State Governments and adopting more efficient exploration methods—such as the use of geophysical equipment—might help, the report suggested.

U.S. firms already sell some mineral equipment in Malaysia, but the volume is not large and servicing parts is difficult. If more lode mining and offshore exploration and mining develops, opportunities would be presented for sales of other kinds of equipment and for investment in mineral enterprises. A larger market could be developed for western equipment such as hydraulic monitors with automatic controls, pumps with special abrasion-resistant liners, corrosion-resistant pipelines, and small-size excavation equipment, the mission pointed out.

Malaysia has four major taxes: the export, income, development and tin profits taxes. According to the mission, "The Malaysian business community is hopeful that the unified Income Tax Act which became effective early this year will reduce the 'miner's tax' from roughly 65% to a level more compatible with other industries and countries. The Malaysians give special treatment to pioneer industries and welcome foreigners."



AMONG MINES VISITED BY MISSION was that of a U.S. firm, Pacific Tin Consolidated Corp., outside Kuala Lumpur. Here, company director O. L. Gray explains operation of dredge to mission members.

Singapore a financial center

In Singapore, a seminar was held at the Chinese Chamber of Commerce. The principal area of audience interest was the findings of the mission on mineral developments and opportunities in Thailand and Malaysia. Some interest was revealed in scrap metal collection and recovery. The seminar concluded with the showing of films on sulfur and underwater mineral exploration.

As a growing mineral consumer, industrial developments in Singapore should have substantial influence in stimulating mineral resource development of other Southeast Asian countries, according to mission members. Although located centrally in the Southeast Asia tin resources area, the world's chief source of tin minerals, the country has only a small declining role in tin smelting and refining. It is, however, an important financial center and transportation hub, with growing potential in manufacturing, shipbuilding, and service and distribution industries. Thus, it is a likely center for consulting firms and a source of capital for mining investments.

The Singapore Government energetically promotes foreign investment. Its legislation for pioneer industries is advantageous. The Island country is already essentially a free port, a factor which facilitates both manufacture and trade. The Jurong Industrial Park, visited by some members of the mission, is illustrative of the Government effort to develop new industries.

Expansion of shipbuilding and repair capabilities in Singapore could influence minerals industries developments. Ship construction requires steel and other minerals and metals. In addition, the large growing onshore and offshore tin dredging activities provide an opportunity for building or outfitting of dredges, supply ships, and special-purpose offshore exploration craft. More than 80% of the free world alluvial mining is done in Southeast Asia.

Well timed in Indonesia

The mission members felt that their visit to Djakarta could not have been better timed. Excerpts from their report on Indonesia follow:

The group arrived on the day after a decision by the Government on an important nickel concession in favor of International Nickel Co. Also, a few weeks

before, bids had been invited for concessions to explore and develop mineral deposits in 53 specified areas throughout Indonesia and proposals were being received for consideration.

A number of offshore tin, oil, and other mineral concessions had been "placed on the block" and some of the areas had either been awarded or the offers were being processed by appropriate Government agencies. Companies from many parts of the world, including major U.S. firms it was found, were actively competing for mineral rights on the heels of new laws and regulations governing investment of foreign capital.

Proposals were also being entertained for a variety of mineral-based industrial developments, including fertilizer and petrochemical plants.

Most contacts with Government

Because of the almost exclusive role of Government in the field of minerals at present nearly all mission contacts and activities were with Government people. The small core of private sector investors was represented by a few people from oil companies and hopeful exploration companies acting largely as observers.

Mission activities were chiefly confined to the Hotel Indonesia in Djakarta where meetings were held and problems and policies discussed. Technical presentations by mission members were followed later by a session in which a 14-man committee of the Indonesian Government, specially organized to encourage foreign investment in mining, exchanged views on effectiveness of new incentives. Several mission members spoke out for better guarantees and more specific rules on treatment of royalties, taxes, imports of equipment, and conversion of foreign exchange.

Discussions of special interest centered around offshore mining and how to attract investment funds. It was emphasized that U.S. businessmen are responsive to Indonesian efforts toward economic recovery and the presence of the Mineral Resources Mission gave evidence of such interest in at least one field, that of minerals.

Petroleum is by far the major mineral product of Indonesia, followed by tin and bauxite and, in the last few years, increasing production of lateritic nickel ore. Production of a medium-grade coal for domestic use has been significant although declining and some gold and silver are mined regularly. Recently, natural gas has been put to work producing urea fertilizer.

In early 1967, a tin smelter of 25,000 tons of tin metal per year capacity came into operation at Muntok, and although operating intermittently, will add to income from tin industry in coming years. Other products of limited importance, at least to date, include manganese, diamond, sulfur, iodine, diatomaceous earth and various clays, pumice, and asphalt rock.

A potentially large copper deposit is being explored by the Freeport Sulphur Co. in West Irian, a part of the island of New Guinea, in the extreme eastern part of Indonesia, and the prospects for major mine development here appear extremely good.

Other contracts for prospecting and development of mineral deposits which have recently been let include the Malili nickel deposits in Sulawesi (Celebes) to International Nickel Co.; large onshore and offshore petroleum areas of Sumatra, Kalimantan, and Java to Japanese, U.S., Canadian, and Australian oil companies; and tin deposits in Sumatra and in vicinities of Bangka, Billiton, and Singkep Islands to Japanese, Dutch, U.S., and British companies.

P. T. Caltex Pacific Indonesia, as the source of two-thirds of the country's crude oil production, will maintain a dominant place in the minerals picture and will require exploration and production equipment for expansion. Other companies active with recent oil concessions include Asamera Oil (Indonesia) Ltd., Australian Drilling Co., Cities Service Co., Continental Overseas Oil Co., Union Oil Company of California, Independent Indonesian American Petroleum Co., Sinclair Oil Corp., Japex Indonesia, Kyushu Oil Development Co., Ltd. (Japanese consortium), and P.T. Stanvac Indonesia, already established as an oil producer. Much of the area included in these concessions will call for offshore prospecting and development equipment, including heavy sea-going drill rigs.

Tin developments will open markets for offshore exploration equipment and for dredges, possibly of some new and more efficient design, with related tin recovery plant. In addition, hydraulic and gravel pump equipment will be needed onshore. Among areas awarded to date are the Riau Archipelago to a consortium of Bethlehem Steel, Rio Tinto, and Simons-Lobnitz; the Bangka-Billiton Island offshore and Billiton onshore areas to a consortium of Charter Consolidated, Broken Hill Proprietary, and Ocean Science and Engineering; certain areas of Bangka to the Dutch Billiton Co.; and the Bangkinang area of central Sumatra to C. Itoh & Co. (Japan).

As for other minerals, negotiations are in progress for bauxite areas in Bintan and nearby islands, and in Kalimantan; for nickel deposits in the Waigeo Island group and West Irian; and copper deposits in northern Sulawesi. U.S. Steel Corp. was reportedly discussing the Waigeo possibilities; the copper has been studied in recent years by Yugoslavs. Negotiations have been firmed up with Union Carbide Corp. covering exploration specifically for manganese throughout the island of Java. Gold and other nonferrous metal deposits in Sumatra have been the subject of past speculation but little current interest as yet.

More activity in Bangkok

The Consulting Engineers Council, which cooperated with the Department of Commerce in organizing the Mineral Resources Development Mission to Southeast Asia, is planning to send another to the area this fall.

The new mission, CEC's fifth under the Commerce Department's industry-organized Government-approved trade mission program, will visit Thailand, Malaysia, Singapore, the Philippines, Hong Kong, and Korea Nov. 1-22. A number of firms have already indicated interest in participating.

Also in Bangkok, Oct. 1-8, the U.S. Trade Center will feature promotion of materials and cargo handling equipment. To date, 22 U.S. firms are planning to exhibit. Additional companies are invited to participate in the show, and in workshops being arranged. *Write:* BIC-918, Department of Commerce, Washington, D.C. 20230.

An IOGA mission, sponsored by the Committee of American Steamship Lines, is being organized in conjunction with the Trade Center show. The group also will visit Singapore, Manila, and Hong Kong.

National business leaders named to export council

Secretary of Commerce C. R. Smith has appointed two business leaders to the National Export Expansion Council.

They are Winton M. Blount, of Montgomery, Ala., president of the Chamber of Commerce of the United States, and Merle R. Crockard, of Houston, president of the Banker's Association for Foreign Trade. They will serve on the Council during their terms in office as heads of their respective organizations.

Eximbank President reviews export loans to Eastern Europe

Describes various phases of bank's activity for that area

A review of Eximbank credits supporting U.S. trade with Eastern Europe was given last month by the bank's president, Harold F. Linder.

In the course of testimony to a Senate subcommittee in which he urged that current restrictions on such financing be modified to permit an increase in trade with the Bloc countries, which he called "artificially depressed," Linder outlined this history of Eximbank activity:

Early in the postwar period, Eximbank authorized loans to a number of Eastern European countries before Communist Governments took power. But by the time the Communist regimes took over, there were loans outstanding only in Czechoslovakia and Poland. Both recognized and serviced the loans. Loans to Cuba and some to the Republic of China, now on the Eximbank books, were also extended before the installation of Communist rule in those areas.

In 1949 and 1950 the Bank authorized credits totaling $55 million to Yugoslavia. These credits—now entirely repaid—were a principal factor in concerted U.S. support to Yugoslavia to enable it to maintain its then newly adopted stance of independence from the Soviet Union.

In 1961 the Bank extended an additional credit of $50 million to Yugoslavia. In 1963 the Bank authorized some $19 million of guarantees to U.S. commercial Banks covering exports of agricultural commodities to Hungary repayable over an 18-month period.

In addition to these credits and guarantees, the Bank in the late 1950's acted as agent for the United States in extending long-term credits to Poland of $61 million with funds provided from the Special Presidential Fund of the Mutual Security Act, of which about $50 million remains outstanding.

Since January 1964, when initial restrictions were enacted, Eximbank authorizations in support of U.S. exports to Eastern Europe have all been made pursuant to Presidential determinations and have all been in the form of guarantees and insurance.

During this period the Bank authorized guarantees of some $78 million for Yugoslavia, $22 million for Hungary, $20 million for Romania, $4 million for Poland, and $600,000 for Bulgaria.

In addition, $1.5 million in medium-term insurance has been authorized covering exports to Yugoslavia, and some $500,000 of goods have been shipped under short-term insurance policies to Czechoslovakia, Hungary, Romania, and Yugoslavia.

Most, or about $145 million, of the $147 million of Eximbank authorizations from fiscal 1963 to date in support of exports to Eastern Europe have been in the form of medium-term guarantees; the remaining $2 million have been in the form of medium and short-term insurance policies.

Prevailing terms

Repayment terms have been consistent with those prevailing in international trade. Terms have generally been shorter than the average for all Eximbank business since all Eximbank guarantees cover loans extended by U.S. commercial banks. The shortest terms on guaranteed transactions have been for sales of agricultural commodities.

Transactions supported by the Bank since March 13, 1968, when the most recent restrictions were added to the Export-Import Bank Act, have been limited to exports to Yugoslavia. Through May 31, these have consisted of shipments under short-term insurance policies and the authorization of a medium-term insurance policy in the amount of $159,000 and two medium-term guarantees totaling $973,000.

Trade plan revision, new customs law affect Korea imports

Foreigners can now store goods in bonded areas for one year

A revision of Korea's Trade Plan has resulted in the shifting of air conditioners and washing machines, plus a number of foodstuff items, from automatic approval to the restricted category (items which require approval by the appropriate ministries). At the same time, domestic electric refrigerator cabinets and parts with capacity over 180 liters were liberalized from restricted to automatic approval.

As originally announced, the trade plan had removed 20 items (four or five-digit SITC classification) from the prohibited import list and added 20 to the automatic approval list, resulting in a total of 98 prohibited and 812 automatic approval items. The total number of restricted import items remained at 402.

Of those on the restricted list, 131 are subject to quotas. Changes of most significance to U.S. exporters included the transfer of automobiles, trucks, buses and chassis from automatic approval to the restricted list; and the shift from restricted to automatic approval status of chemically pure sugars, silicates, grinding wheels, commercial glass containers, laboratory glassware and certain insulating fittings for electrical equipment.

At the beginning of the year, a new customs law also went into effect. The new regulations introduced a system of flexible tariff rates which allows the raising or lowering of duties by up to 50% of the c.i.f. value of goods on short notice.

A basic objective of the new law is to control imports through adjustment of tariff rates rather than direct restrictions. This will enable a quick adjustment whenever the Government decides there is an urgent need to protect important domestic industries, fill a gap between supply and demand of goods, or correct unbalanced tariff rates.

The new system will also provide a means for influencing domestic prices through easing or discouraging imports.

Tariff rates were extensively revised under the new customs law. However, the Ministry of Finance said that the mathematical average tariff rate remained almost the same. Information on specific changes in tariffs may be obtained from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Of particular interest to U.S. exporters is the provision that foreigners may now be licensed to own and operate bonded areas, including warehouses, for storage of their own goods. This will enable exporters to ship goods to Korea and store them in their own bonded warehouses for up to one year. These goods can then be sold and cleared through customs as orders are received. This procedure could help to reduce the geographic advantage held by competing exporters of nearby countries.

Another section of the law provides for designation of bonded display centers, including fair sites.

United States overseas

The export promotion dates on these pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 932, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 926, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Electrical and electronics characteristics measuring equipment. ITALY. Demand in Italy for electronic and electrical characteristics measuring equipment has increased steadily in the past few years as Italy's electronics industry achieved outstanding growth. Italian production of advanced measuring instruments is generally considered inadequate to meet the steadily expanding domestic demand. Trade and industry sources estimate that purchases in 1966 of electrical and electronic measuring instruments by Italian industry amounted to some $49 million. Prospects for sales of U.S. equipment are especially bright in the fields of electronic measuring instruments used in the production of professional electronic products, and all types of "fourth generation" electronic instruments used by the manufacturers and users of integrated circuits and microcircuits and other electronic devices. **Milan Trade Center. Sept. 1-8.**

Printing and bookbinding equipment. SCANDINAVIA. This mid-September show will provide an opportunity for U.S. graphic arts equipment manufacturers to reach sales prospects in Denmark, Finland and Norway, as well as Sweden. Market promotion will include invitations to the major printing houses using the letterpress, lithographic, gravure, screen and flexographic printing processes, photengravers, bookbinders, newspaper and periodical publishers and suppliers to the graphic arts industries of these countries. A survey conducted for the Bureau of International Commerce indicates that the Nordic area needs the latest auxiliary equipment and supplies, new photosetting and composition machines, scanners, electronic control equipment, plate conversion processes, photopolymer plates, cold type (impact), flexographic, letterpress and web offset printing equipment, automatic film processing, special inks and papers, and automated binding equipment. Market prospects are exceptional for advanced machines, processes and materials. The four Scandinavian countries constitute a combined import market for related products exceeding $39 million. In 1966, American producers supplied 55% of all typesetting machines sold to Sweden; 89% of all parts for rotary presses sold to Finland; and 87% of all typesetting machines sold to Norway. **Stockholm Trade Center. Sept. 18-24.**

Nuclear instrument systems and components. UNITED KINGDOM. Next to the United States, Great Britain offers the most attractive possibilities in the sale and distribution of nuclear instrument systems and components. In the nuclear power station program (utilities) the U.K. currently has the largest single operation in the world. Attractive market opportunities for U.S. producers are indicated because of the emphasis in Britain on research. This has resulted in a slowdown in the production of the more sophisticated and advanced components. The total market in the U.K., including industrial, medical, and research is estimated at $15 million, of which the replacement figure, excluding new users, is about $2½ million. Through this exhibition, U.S. producers have an opportunity to introduce the latest developments in the nuclear systems and components field. **London Trade Center. Sept. 18-25.**

Materials and cargo handling equipment. THAILAND. The Thai market for materials and cargo handling equipment is growing and becoming more diversified as the nation's economy expands at a rapid rate. The use of mechanized cargo and materials handling equipment has increased steadily over the last decade. Significant increases in the volume of overseas trade, building construction, mining and manufacturing activity have played a major part in encouraging more widespread use of modern handling techniques. This trend is expected to continue and strengthen. The local business climate is currently conducive to increased marketing efforts by a broader segment of the U.S. materials handling industry. To take advantage of these growing sales opportunities, a showing of U.S. materials handling and cargo handling equipment is scheduled to be held in Thailand. **Bangkok Trade Center. Oct. 1-8.**

Plastics production and control equipment. ITALY. Italy is a leading producer of plastics. In the last 10 years, Italian production of plastic materials rose from 116,000 metric tons to more than a million tons, covering almost the full range of condensation and polymerization products, both thermoplastic and thermosetting. Despite their already advanced technologi-

promotions

cal position. Italian manufacturers are actively seeking improved processing techniques and advanced equipment to increase productivity and cut production costs. To help U.S. industry take advantage of the sales possibilities offered by the Italian market, the U.S. Department of Commerce has scheduled a special exhibition of U.S. machinery and controls for use by plastics manufacturers. The U.S. exhibition will coincide with PLAST-68, the International Plastics and Rubber Exhibition to be held at the Milan Fair grounds where the U.S. Trade Center is located. **Milan Trade Center. Oct. 5-13.**

Machine tools, industrial controls, engineering and maintenance, welding and cutting, and materials handling equipment. JAPAN. The Japanese market offers excellent prospects for U.S. suppliers of capital goods and technical services. U.S. exports to Japan during 1967, estimated at $2.7 billion, set a new record. Our exports to Japan, the world's third largest industrial producer, should reach the $3 billion mark this year. Active and carefully planned programs for industrial modernization are taking place throughout Japanese industry. Fully supported and encouraged by the Japanese Government, a high level of private investment to modernize Japanese industry to keep its products competitive in world markets is expected to continue strong. Although definition of plant engineering and maintenance equipment is necessarily extremely broad, 1967 U.S. exports to Japan in this area probably amounted to several hundred million dollars, a number of U.S. exhibitions featuring narrowly defined product categories have met with continued success in the U.S. Trade Center in Tokyo. However, space limitations in the Trade Center have precluded the possibility of presenting a broadly based U.S. exhibition, including many large pieces of equipment, which would be representative of U.S. capabilities in the area of industrial modernization. Sponsored by the Japan Management Association, this fair was first held in 1960 and has shown steady growth in size and importance to the Japanese industrial community. **U.S. Commercial Exhibition, Japan National Plant Engineering and Maintenance Show, Tokyo. Oct. 7-12.**

Catering equipment, laundry equipment and hotel maintenance equipment. FRANCE. Increasing competition for the tourist trade is forcing France to undertake a program for the modernization of tourist facilities. The French Government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL fair. EQUIP'HOTEL is the largest, most important show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, designers and decorators; managers and operators of institutional establishments. **U.S. Commercial Exhibition, EQUIP'HOTEL, Paris. Oct. 10-21.**

Advanced metalworking equipment, precision gauges and workpiece/positioning equipment. GERMANY. The economic recovery presently underway in Germany is supporting a renewed demand for machinery for modernization and expansion of German industry. A recent survey shows Germany is on the threshold of applying nontraditional machining processes in the aerospace, nuclear, and automotive industries. The increasing use of intractable materials and the need to work intricate shapes to more precise tolerances offers sales and licensing opportunities to U.S. manufacturers of advanced metalworking equipment and gauges. Call Area Code 202, 967-4162 for additional information. **Frankfurt Trade Center. Oct. 14-18.**

Chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools and construction and mining equipment. BRAZIL. Brazil, which is larger than the United States and contains half the population of South America, is at the take-off stage of a Government incentive program to induce industrialization and modernization through private investment. As a result of greater economic and political stability, coupled with Government encouragement of private investment, increased demand prevails, for chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools, and construction and mining equipment. Requirements for this type of capital goods should increase 20% to 50% annually during the next five years. U.S. exhibitors will find prime sales opportunities during Commerce's first major effort in Brazil. **U.S. Solo Exhibition, Sao Paulo. Oct. 15-25.**

Equipment for the processing of chemicals, petrochemicals and pharmaceuticals. THE NETHERLANDS. The most dynamic sector of the highly industrialized Dutch economy is the chemical industry. It is the most important industry after the food and metalworking industries and has become the second most important export industry. The growth rate of the chemical industry far outpaces all other major Dutch industries in output and investment. Investment in the chemical industry was $359 million in 1966 or 20% of total industrial investment in The Netherlands. Expansion of the industry is expected to continue at a high level for the next several years. The elimination of internal tariff barriers within the Common Market on July 1, 1968, will further expand the market for Dutch chemical producers. The growth of the chemical industry is generating an increasing need for equipment. Dutch producers are eager to utilize the latest technological developments to keep their production facilities modern. This opens up good prospects for the sale of U.S. products. The MACHEVO fair, the most important industrial exhibition in The Netherlands, will provide U.S. manufacturers of equipment, apparatus and instruments for the chemical industry, with an exceptional opportunity to sell to the rapidly expanding Dutch market. **U.S. Commercial Exhibition, MACHEVO, Utrecht. Oct. 16-23.**

Automotive diagnostic/service and accessories show. UNITED KINGDOM. The U.K. market for automotive diagnostic/

service equipment and supplies is growing briskly, at an annual rate of 12% with current sales in excess of $28 million. Of this total about 20% is controlled by U.S. manufacturers via either direct export, licensing agreement, or subsidiary companies. Moreover, during the same period, sales of automotive accessories mushroomed to approximately $40 million with continued growth expected. As a result of Britain's rapidly changing attitude toward modern equipment the atmosphere is ripe for U.S. manufacturers of sophisticated automotive maintenance equipment and accessories to capture a greater proportion of this growing market. To ensure your share write immediately to obtain full details on how you may participate in this important exhibiton. **London Trade Center. Oct. 16-24.**

Insecticides, fertilizers, agricultural chemicals, consumer goods, industrial and construction machinery and equipment, food processing and refrigeration equipment, and finance. CAMEROON, IVORY COAST. U.S. Trade Mission. Business proposals should be submitted by August 1, 1968. Mission is scheduled for **Oct. 21-Nov. 16.**

Consumer products. SPAIN. Galerias Preciados, Spain's leading department store group, has scheduled an America Weeks promotion which will feature the sale of U.S. consumer products. Promotional attractions will include a Gemini spacecraft, an Indian folk dancing group, and a Hawaiian performing group. Featured product categories will include leisure and sportswear for youths, lingerie, infants' wear, housewares, bathroom accessories, Christmas gift items, outdoor and sports equipment, hobby equipment, canned foods, certain miscellaneous items, and possibly cosmetics. Store buyers will visit the United States this summer to make purchases for the sale. Telephone Area Code 202, 967-2051 for more details. Promotion scheduled for **Nov. 2-30.**

Climate control equipment, GERMANY. The air conditioning equipment market in West Germany chalked up new gains in 1967 despite a general business slowdown. Another 10% increase in 1968 is forecast, with total sales expected to reach $70 million. The U.S. share of imports in this field is 20%, approximately $5 million dollars. This expanding market offers additional sales and licensing opportunities to U.S. manufacturers of air conditioning and climatization equipment components and controls. For additional details on this exhibit call Area Code 202, 967-4162. **Frankfurt Trade Center. Nov. 4-8.**

Industrial fasteners and adhesives. SWEDEN. Realizing that cost-cutting is essential to continued growth and maintenance of a competitive export position, the major industries of Sweden, Denmark, Norway and Finland are seeking ways to meet head-on the cost-profit squeeze in the face of scarce skilled labor and relatively high wages. Advanced assembly techniques and tools are sought as a means of cutting production costs. The United States has a substantial lead in special labor-saving fasteners and specially-designed parts for production operations. American manufacturers of such fasteners, adhesives, assembly equipment, production machinery and welding apparatus will have a unique opportunity to meet Scandinavian design engineers and production managers who will visit this show. **Stockholm Trade Center. Nov. 6-12.**

Production equipment for the electronics industries. GERMANY. West Germany's electronics industry, the largest in Europe, is tooling-up for a major expansion of production ca-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

pacity in 1968. With all signs pointing toward a German economic resurgence, a substantial rise of more than 5% to a record level of $2.4 billion for electronics consumption is being forecast. To assist U.S. industry, the Department of Commerce is sponsoring its first showing of electronics production equipment at a major international trade fair. The ELECTRONICA Exhibition, held every other year, is a leading event on the European electronics calendar. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited area is filled. **U.S. Commercial Exhibition, ELECTRONICA 68—International Trade Exhibition of Electronic Components, Measuring and Production Equipment, Munich. Nov. 7-13.**

Agricultural and forestry equipment and implements, packaging, food processing equipment, metalworking and woodworking tools. EL SALVADOR. The Central American Common Market is exceeded only by Mexico, Brazil and Venezuela as a Latin American market for U.S. products, having imported $385 million in 1966, an increase of 54% over 1960. Duties on industrial and agricultural machinery are moderate and there are few import restrictions. Inter-Central American trade has risen from $33 million in 1960 to $173 in 1966, with manufactured articles now comprising one-third of the trade. U.S. manufacturers can utilize this Fair, the only important one in the area, to effectively demonstrate and sell their products. **U.S. Commercial Exhibition, El Salvador International Fair, San Salvador. Nov. 9-30.**

Environmental test equipment. JAPAN. Japan—that dynamic newcomer to the front rank of industrial nations—is attracting worldwide attention to its amazing economic growth. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. Many segments of Japanese industry are just beginning to find a definite need for environmental test equipment. With a phenomenal growth of the Japanese aerospace industry, both in the production of foreign and its own design, together with the entrance into missile and space fields, Japan's aviation industry is encountering test requirements that it has not had to meet heretofore. This growth as well as the growth in such areas as shipbuilding (world's largest), automotive production (second to the U.S.) and consumer products, dictates the need for still additional environmental test equipment. Call Area Code 202, 967-4511 for additional information. **Tokyo Trade Center. Nov. 11-16.**

Industrial process controls and computers. ITALY. Italy has one of the fastest growing economies in all of Europe, and industrial expansion and modernization is setting the pace. Italian demand for process control equipment was estimated at $63 million for 1967, and experts in the field feel that the market will double by 1970. The trend towards automation, the expansion of Italy's power, chemical, petro-chemical, and metal processing industries, and sharp international competition have combined to create a very strong demand for industrial process control systems. American products in this field are finding a high degree of acceptance among Italian businessmen and industrialists. This exhibition will be held in conjunction with the Italian biannual exhibition of automation and instrumentation equipment at the Milan Fair Grounds, adjacent to the U.S. Trade Center. For information, call Area Code 202, 967-4508. **Milan Trade Center. Nov. 20-26.**

Laser equipment. GERMANY. Germany's $2 million laser market is expected to double by 1970. Until recently, German market sales have been primarily to scientific and industrial research facilities. However, the market for industrial applications is expected to expand rapidly as new equipment is offered. The dominant position of U.S. equipment is an expanding market and the fine reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms. **Frankfurt Trade Center. Dec. 2-6.**

Metallurgical equipment, systems, and alloys. SWEDEN. Scandinavian metals processors imported $32 million in equipment, systems and metals from the United States in 1966. American firms supplied 72% of all imported nonelectric furnaces and 69% of induction heaters. Commerce studies show that market prospects are exceptional for a variety of equipment and processes designed to modernize metals production operations. Rising international competition has underscored the need for these export oriented industries to revitalize their productive facilities. The show will attract Scandinavian metallurgists, production managers and plant engineers, as well as importers and agents representing these industries. The scope of this promotion will include special metals and alloys; metals production and casting equipment; industrial process heating and cooling equipment; testing, inspection and control devices, cleaning and finishing equipment, and materials handling systems related to the metals engineering industries. **Stockholm Trade Center. Dec. 4-10.**

Aviation equipment. UNITED KINGDOM. There is a growing demand in the U.K. for all types of sophisticated aviation equipment used on aircraft, by ground control centers, and airport terminal facilities. Projected 1968 sales of airborne avionics equipment are estimated at $100 million while purchases of airfield electronics gear are approximated at $14 million during the same period. U.S. manufacturers are in a position to capture a growing share of this market for it is anticipated that increased reliance will be placed on imported avionics equipment in the future. To ensure your share call Area Code 202, 967-3838 to obtain full details on how you may participate in this important exhibition. **London Trade Center. December 4-12.**

Advanced medical equipment. JAPAN. Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygienic devices. For additional information on how your firm can promote its products in this fertile market, call Area Code 202, 967-5622. **Tokyo Trade Center. Dec. 9-14.**

Chromatography and spectroscopy instrumentation, equipment, and methods. GERMANY. Germany is a thoroughly international field in which highly developed instruments for research find ready acceptance irrespective of origin, and for special equipment, regardless of price. Projected expenditures for science have grown 146% from 1961 to 1966. A 100% gain is expected by 1970, compared with the 1966 expenditures. U.S. spectroscopic and chromatographic instruments are already widely accepted. Firms planning to exhibit new equipment, accessories and methods at the U.S. Trade Center exhibition should call Area Code 202, 967-4162. **Frankfurt Trade Center. January 20-24, 1969.**

"TREMENDOUS EXPOSURE to medical profession," said John T. Posey, president of J. T. Posey Co., after a show of child care and medical equipment at the Bangkok Trade Center this spring. The 44 exhibitors representing 59 U.S. manufacturers in the show expect over $1 million in sales.

Packaging machinery and equipment. JAPAN. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. Total world exports to Japan in 1968 are forecast at $3 billion. The packaging machinery market in Japan stood at $60 million in 1967. Product potential for U.S. equipment calls for advanced shrink packaging machinery, blister packaging machines, vacuum packaging machines, liquid product filling machines, cartoning machinery, labeling machines, dry packaging machines, viscose product filling machines, capping machines, pouch packaging machinery, fabricating package equipment and special application machinery for milk, cheese, butter and dry powder products. Call Area Code 202, 967-3973 and reserve your space. **Tokyo Trade Center. Jan. 27-Feb. 1, 1969.**

Equipment for the graphic arts industries. GERMANY. The size of the German graphic arts equipment market is approximately $120 million yearly, highly diversified and expanding. There is a trend towards larger size enterprises. There is even stronger trend on the part of medium sized and small printing shops to increase productivity and quality by means of better machinery and equipment. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. For additional information, telephone Area Code 202, 967-4162. **Frankfurt Trade Center, Feb. 17-21, 1969.**

Water purification and desalination equipment. ITALY. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. To ensure that American industry has the opportunity to avail itself of the sales possibilities, arising in these areas for water desalination utilization equipment, PURAQUA, a U.S. Exhibition and Congress relating to water purification and desalination will be held in centrally located Rome. Presented under the Government's Export Expansion program, this major exhibition will be managed by the Department of Commerce and co-sponsored by the Department of Interior, Atomic Energy Commission, Department of State, and the Export-Import Bank. Although this exhibition and congress will be highly promoted throughout the European, Mediterranean, and Middle East areas, the Italian market itself would warrant an event of this scope. The increasing requirement for water in the Southern part of the country and on a number of islands can only be met by desalination. The growing industry in the North is stimulating the demand for water re-use systems, purification and pollution control installations. For additional information, call Area Code 202, 967-3944. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22, 1969.**

Welding and cutting equipment and supplies. GERMANY. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September of 1969. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28, 1969.**

Measuring, recording and control instrumentation for the chemical industry. GERMANY. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

Document processing and reproduction equipment. JAPAN. Thirty firms offering the most modern methods to help Japanese businessmen fight the battle against the burgeoning paperwork generated by a vigorous economy will find a ready-made market for their wares. **Tokyo Trade Center. July 22-27.**

Advanced fluid power equipment and fluidic devices. GERMANY. A 12% annual growth rate in the fluid power equipment market in Germany has been predicted for the next five year period. U.S. products have gained wide acceptance and already dominate in the fields of airborne hydraulics systems and pneumatic tools. **Frankfurt Trade Center. Sept. 16-20.**

Advanced electronic components, instruments and equipment. JAPAN. The accelerating $3 billion electronic industry in Japan imports more parts and equipment from the United States than from any other nation. This joint U.S. industry/Government exhibition will be the largest of its kind ever held in Japan. **U.S. Commercial Exhibition, Japan Electronics Show, Tokyo. Sept. 17-23.**

U.S. firms invited to exhibit chemical processing equipment at major Dutch trade show

MACHEVO '68 offers opportunities for U.S. makers to show items for chemical, petrochemical, pharmaceutical industries

The most important international industrial trade fair in the Netherlands will be the showcase next fall for U.S. makers of processing equipment for the chemicals, petrochemical and pharmaceutical industries as they campaign for new business in one of Western Europe's most dynamic industrial sectors.

The U.S. Department of Commerce will help the American firms set the stage for their major export-sales drive by sponsoring an official U.S. exhibition at MACHEVO '68 in Utrecht, the Netherlands, Oct. 16-23.

The U.S. show will cover a full range of American equipment, apparatus and instruments for the chemical, petrochemical and pharmaceutical industries, including process automation equipment; measuring, testing and regulating instruments; industrial process controls, and chemical processing equipment.

MACHEVO '68 climaxes "chemical year" in the Netherlands, celebrating the 50th anniversary of the Netherlands Chemical Industry Society. The Utrecht fair is a triennial event organized by the MACHEVO Society in collaboration with the Royal Netherlands Industries Fair.

The show offers U.S. manufacturers an excellent opportunity to promote their products among chemical technicians, plant and process engineers, research and development specialists and purchasing department heads from the Netherlands and other Western European countries.

The Netherlands chemical industry is growing rapidly, primarily through increased production of petrochemicals, fertilizers, plastics, fibers, synthetic rubber and pharmaceuticals.

The industry expanded 15% annually in 1965 and 1966—more than double the rate of Netherlands industry as a whole—according to Commerce market studies. Annual sales climbed to $1.7 billion. Investment in the chemical industry in 1966 was $359 million, or 20% of the total industrial investment in the Netherlands.

Organization of the European Common Market served to enlarge the markets for Netherlands chemical firms, which until then were limited by tariffs and trade restrictions of the European trading partners. In addition to heavy investments by Dutch companies, substantial investment in the Netherlands chemical industry comes from the United States. More recently sizeable investments have been undertaken by other European countries.

By the end of this year, the port of Rotterdam is expected to accommodate super-tankers of 225,000 tons, another attraction for foreign and Netherlands investors. No other European Atlantic port reportedly has this capacity.

As the industry expands to higher capacities and greater automation, its need for equipment and instruments is becoming stronger. Netherlands industrialists are motivated to modernize their facilities, utilizing any technological advances that will lower costs and keep their products competitive.

Market surveys reveal good sales prospects in the Netherlands for a wide range of U.S. equipment and supplies for the chemical, petrochemical and pharmaceutical industries. Among the products of special interest to Netherlands buyers are:

Heat exchangers, automatic weighing machines, thermostats, separators, filters and sieves, processing computers, recorders, pumps and compressors, thermoregulators, reactors and specialized valves.

Also, fire-indicating apparatus, telemeasuring and remote control systems, timing devices, condensers, evaporators, level and capacity indicators, regulating apparatus, measuring instruments and centrifuges.

U.S. companies taking part in MACHEVO '68 will benefit from a broad market development program now under way throughout the Netherlands and surrounding countries to attract buyers, agents, distributors and manufacturing licensees.

The United States first entered MACHEVO in 1965. The 42 American exhibitors in that show displayed food processing equipment. They reported doing more than $1.4 million of new overseas business in a year following the show. They also appointed 12 overseas agents to handle their products on a long-term basis.

U.S. firms interested in taking part in the U.S. exhibition at MACHEVO '68 may obtain more information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202, 967-3957), or from any of the Department's 42 Field Offices.

INTHERM 69 will feature oil, gas heating equipment

An international trade fair for oil and gas heating equipment and accessories, INTHERM 69, is scheduled for Mar. 5-9, 1969 at Stuttgart, West Germany. Sponsored by the Federal Trade Association of Oil and Gas Heating Equipment and Accessories, the fair will be held at the Stuttgart fair grounds at Killesberg.

The exhibits will be displayed in 15 permanent halls, containing approximately 40,000 square meters of indoor exhibition space. All halls have electric power, gas, water and sewage facilities.

Closing deadline for space application is Oct. 31, 1968. For copies of the fair regulations and application forms for exhibition and advertising space, **write** the fair's North American representative, Mr. Rudi Haussmann, 130 Willowdale Ave., Suite 3, Toronto-Willowdale, Ontario, Canada.

USIA planning exhibition at Plovdiv, Bulgaria fair

The organizers of Bulgaria's annual Plovdiv International Fair have announced that this year's fair will be held at the Plovdiv fairgrounds this fall from Sept. 22 to Oct. 1.

The U.S. Information Agency is currently completing plans for the U.S. Pavilion at this fair. Exhibits of about 70 U.S. firms will be housed in a 114-foot geodesic dome and other satellite buildings. Included among these firms are manufacturers of computers, business machines, home kitchen equipment, appliances, and automobiles. USIA is also planning a series of management seminars at the fairgrounds.

Although space is fully booked in the U.S. Pavilion, interested U.S. firms are invited to exhibit on their own. For additional information, **write:** Bulgarian Tourist Office, 50 East 42nd St., New York, N.Y. 10017.

THE IEA SHOW ATTRACTED 112,363 VISITORS in six days, many of whom visited the U.S. exhibition, the biggest at the show. The entrance to the Business Information Office (below, left) was located beneath the 20 foot USA tower. The BIO maintained a trade directory and commercial library.

VISITORS FROM INDIA view the semi-automated registration array at Business Information Office.

U.S. at London's IEA: $1.3 million floor sales

Immediate floor sales of $1.3 million prompted enthusiastic reactions from the 43 American exhibitors who participated in the U.S. section of this spring's International Instruments, Electronics, and Automation Exhibition in London.

Forty-two firms reported that they had completely met their stated objectives for the exhibition. The most spectacular sale of the show was transacted by Micro Tech Manufacturing, which sold $250,000 worth of optical mask alignment systems to one British company. Two other firms, Sangamo Electric and Digital Systems, rang up floor sales of $200,000 or more.

Five U.S. exhibitors came to the show seeking overseas agents or distributors, and one of these, Electrosyn, was entirely new to exporting. At the show's conclusion, three of the firms had appointed foreign representatives; the other two, Luft Instruments and Electrosyn, were busy negotiating with the many interested distributors that had visited their display booths.

Two of the firms appointing agents, Epec Industries and Jonker, were able to completely dispose of their display equipment. The representative from Epec stated, "Having no previous sales or representation in the U.K., we were amazed by the pre-planning accomplished by the Department of Commerce committee. About 15 prospects for representation were awaiting us and our stand was extremely busy continuously."

Over 112,000 visitors, representing 80 countries, streamed past the display booths. The U.S. Exhibition registered 2,156 trade visitors from British and other foreign industries, governments, and education centers.

Many of the visitors were prospective purchasers, agents, and licensees who had been contacted by the Commerce Department's Market Development team prior to the May 13-18 show.

The representative from Kressilk Products remarked, "It is our feeling that the promotion and co-operation of the U.S. Department of Commerce made our exhibition as successful as it has been." From Calvert Electronics, "We believe the promotion was unparalleled and consider the U.S. exhibition as the best bargain of all."

Twenty-one exhibitors were small com-

PRESIDENT OF EPEC, Richard Zens (right), discusses products with newly appointed agent.

PROSPECTIVE BUYERS kept President and Mrs. Howard George of Coil Winding Equipment Co. busy at their booth (above left). Above right, president of London marketing firm, Earl Atlee (center), greets MDO Douglas Harwood and Stanley Sleven and Bernard Fudin from Calvert Electronics.

panies with a net worth under $1 million. Sixteen of the 21 made actual sales off the floor totaling more than $330,000.

Total projected sales for the next 12 months were forecast at $7.5 million, and nearly $2 million of that figure were reported by the 16 small companies.

The Commerce Department's Bureau of International Commerce established a Business Information Office at the show which handled inquiries from visitors concerning such matters as tariff information and trade directory.

A semi-automated system of registration was carried out at the BIO on a trial basis. The equipment involved was loaned by Raytheon, Friden, Cossor, and Systems Programming at no cost.

KRESSILK REPRESENTATIVE shows firm's products to interested buyers (above). Below, Market Development Officer Douglas Harwood briefs U.S. exhibitors. Seated at table, from left, are exhibition mgr. Harold Bromel, Commercial Counselor Harold Hall, and assistant MDO Bernard Hartung.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports from the U.S. valued at $335 million during the first quarter were 2.7% below the first quarter of 1967. Total French imports of $3,442 million were up 4.9%. Although in January-February French imports from U.S. rose 7.6% over the comparable period of 1967, a 17% decline in March offset the earlier gains. The poor U.S. performance in March may be due to an eleven-day shipping strike in the port of New York. . . . Preliminiary data indicate that in the first four months of this year, **Spain's** imports fell nearly 2% to $1,159 million from the same period last year. Imports from the United States rose nearly 10% to $225 million, accounting for 19.5% of the total. During the same period, Spain's exports rose 15% to $517 million; exports to the United States rose 51% to $86 million, accounting for 16.7% of the total. . . . Last year the number of tourists who stayed at the 1,489 hotels on the Spanish-owned **Balearic Isles** rose 13% to 1.4 million. Passenger traffic through the three Balearic airports—Palma, Ibiza, and Mahon—rose 14% last year to 3.2 million. The greatest number of tourists visiting the Balearic Isles were English, followed by Germans and Spaniards. Also in **Spain,** Holiday Inns recently announced that it was planning to build at least three more 400-room hotels in Madrid, Barcelona and Palma. A total of $3 million is expected to be spent for these additions to the Holiday Inn hotel chain.

Barbados stresses investment incentives in growth effort

Seven U.S. firms have set up factories in the past 18 months; fast-growing tourist industry offers top investment potential

For U.S. traders, Barbados offers a limited and slowly growing export market, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bridgetown.

However, for investors interested in setting up foreign operations, Barbados offers an excellent site with considerable fiscal and customs inducements for establishing factories to manufacture for re-export to the United States or other overseas markets.

Barbados' labor supply is an advantage to the investor who seeks willing and untrained but trainable workers. Investment in tourist oriented facilities such as hotel and services appear attractive and with the prospect of expanded trade within the newly created Caribbean Free Trade Area (CARIFTA), there seem to be opporunities for more licensing agreements.

Independent since November 1966, Barbados has both economic advantages and disadvantages. The advantages include a stable, honest Government, a reasonable rate of economic growth, and a well established infrastructure.

The disadvantages include a relatively low per capita income, heavy dependence on a single crop (sugar) for both employment and export earnings, a large and so far intractable rate of unemployment. and an expanding population demanding more education, social services, and employment. Two factors, small size and insularity create special market, capital and industrial problems.

As the gross national product increases and the standard of living improves the market for imports will increase, but this will be a slow process at best. Except for a major oil discovery, there is no known factor that would substantially increase general prosperity in a short time. Aside from this gradual increase there appears to be a good prospect for U.S. traders to get a greater share of the import market. This will require a more active U.S. interest in the market, including more frequent personal contact, greater local promotion, and closer attention to local requirements and tastes.

One U.S. investor compares the investment climate in Barbados to Puerto Rico fifteen years ago. The comparison is apt. We believe that American investment will come into Barbados at an increasing rate to the mutual benefit of the American investor and the economy of Barbados. Private investment may well make a contribution to the economic growth of the island far in excess of foreign assistance from all sources.

A U.S. investor with a high value-low weight product to be sold outside of Barbados and interested in a modest factory operation (200-500 employees) will find a number of inducements to locate here. The fiscal and customs concessions are equal to those found elsewhere. The Barbados Development Board, with an office in New York as well as Bridgetown, will be helpful with wage data, locating factory space, arranging the necessary government clearances, and making appointments with government, union and bank officials.

The Labor Board offers assistance in recruiting and screening potential employees. There are four industrial parks which offer leased factory premises but these are being filled fast. However, the Development Board can be of considerable assistance in locating factory space.

Investment in manufacturing for the local market is less attractive simply because of its small size. Nevertheless there are three small U.S. firms producing shoes and building materials, and more may follow. The CARIFTA agreement opens a greater market for local products and also allows greater internal competition, especially from firms in Trinidad.

Products made in Barbados benefit from commonwealth preferences and as a consequence are subject to lower duties when entering those nations that are members of the British Commonwealth. Finally it would appear that even though tourism in Barbados is already more developed than anywhere else in the Eastern Caribbean, there is opportunity for greater investment in this field.

There is the assurance that one U.S. Bank will be established here shortly and the expectation that two others will follow soon after. Thus for the first time there will be U.S. banking facilities on the spot and presumably more capital available locally.

As a substitute for direct investment in production for local consumption, licensing agreements offer several advantages in Barbados. Little U.S. capital is required, local businessmen become involved, the small market size is not necessarily a deterrent to U.S. participation and licensing fees are readily transferable.

Licensing agreements for the production of a number of types of clothing, pharmaceuticals, soft drinks and sanitary napkins are now in effect here.

However it would appear there is considerable scope for more of these agreements. Existing Barbadian manufacturers may well be interested in such agreements and Barbadian commercial firms interested in establishing industries may well enter the field.

With a popular, honest and well-entrenched Government, Barbados has the first political requisite for economic growth. The Government's five year development plans (the third plan period began on April 1) are heavily weighed in favor of the market mechanism and private enterprise. The country has an assured market and price for its principal export crop (sugar) until December 1974 under the Commonwealth Sugar Agreement.

Tourist traffic rising

Tourism is the fastest growing major sector of the economy, and it is estimated that in 1967 receipts from tourism will equal receipts from sugar exports. Prospects for continuing growth in tourism appear excellent. Light industry, still in the infant stage, is a second growth area.

Barbados has good roads, an international airport, deep water harbor, reliable electricity and gas supply, excellent water supply and good postal, telephone and telegraph service. All the commonly used economic indicators show a reasonable rate of growth. Yet there are a number of weaknesses in the economy.

The heavy deficit in the balance of trade has traditionally been made up by invisibles, chiefly tourism and immigrant remittances. With restricted emigration to the United Kingdom, Canada and the United States in prospect, this source of earnings will decline. Whether the increase in tourist receipts will offset the decline in emigrant remittances and make up for possible future diminished receipts from sugar is unclear.

Without a central bank and using a regional currency backed by sterling reserves held in the United Kingdom, the value of the East Caribbean Currency used here is tied to the British pound and fluctuates with it.

Interest rates are high since they are tied to the Bank of England prime rate and there is no developed security market. Locally issued equities are sold at auction, usually by private attorneys representing the owners. Currency controls prevent Barbadians from investing in U.S. securities. However, currency controls are liberal, dollars are freely available to reputable traders for commercial purposes and profit remittances for U.S. investors in industrial enterprises are assured.

Unemployment is around 12-14% and growing, as new jobs are not created as fast as new workers enter the employment market. Part time work is high, particularly in agriculture, as the sugar crop requires only seasonal workers, but there are no statistics on the amount of underemployment.

Factory wages are low by U.S. standards ($15-$20 a week) and are increasing only nominally. There are minimum wages only for sugar workers, but minimum wages for other types of workers must be expected. Worker productivity is also low, but U.S. employers are finding that it can be increased dramatically with incentive pay and other inducements. The labor unions act responsibly and there have been no industrial strikes in recent years. There is little labor unrest and the unemployed seem content to be supported by family members or friends.

Within the past eighteen months seven American firms have set up factories to produce mainly for the American market. Applications for other U.S. investments are pending with the Government of Barbados. These are in addition to seven other plants established earlier by American interests.

Moreover, American firms have taken control of the Barbados Telephone Company Limited, own a large indirect interest in the Barbados Light and Power Company Limited, and have an exclusive contract to explore for oil in the country. An American bank (First National City Bank) has recently been given permission to operate here and others are expected to follow.

A U.S. investment guaranty agreement was recently concluded with Barbados which should provide additional incentive to investment here. Guaranty agreements are under negotiation with all the West Indies Associated States (Antigua, Grenada, Dominica, St. Kitts-Nevis-Anguilla and St. Lucia).

Barbados' principal exports, sugar, molasses, and rum have grown slowly in both value and volume for the past five years. The value of sugar exports as a percentage of total exports fell from 74% in 1962 to 67% in 1966. Exports to the United Kingdom have grown about 20% between 1961 and 1966; exports to the United States, while much smaller in value, have more than tripled.

Exports of U.S. plants in Barbados are just beginning, but they should be considerable. A recent press release announced that one of these plants had received an order for goods valued at $1 million. With Barbados' total annual exports running around $35 million, it is not difficult to see how important expanded exports of U.S. factories here can become to the economy.

Because of traditional constitutional ties with the United Kingdom and the system of commonwealth preferences, Barbados has long been considered a British export market. While this is still true it is becoming less so and American goods are commanding an increasingly larger share of the market.

Between 1960 and 1966 the United Kingdom's share of total Barbadian imports fell from 39 to 30%, while the U.S. share rose from 13 to 18%. Canada's share remained virtually static.

Unless there are further devaluations of sterling which place U.S. prices at a greater disadavantage, this trend seems likely to continue. American goods are widely and favorably known, deliveries from the United States are faster and freight costs are less than from the United Kingdom.

The coming into force of the Caribbean Free Trade agreement (CARIFTA) on May 1 offers the prospects of an enlarged common Caribbean market with a common external tariff schedule. This should simplify trade with the area and the enlarged market should offer greater inducements to investment in industries producing for the local market.

However, the immediate importance of CARIFTA in commercial terms should not be overemphasized. Its tariff provisions will come into effect over a ten-year period and it creates a market area with a population of only around 1.7 million. If Jamaica eventually enters CARIFTA another 1.5 million people will be added.

Nevertheless it is a convenient market to the United States, one which is receptive to U.S. goods, and one in which commercial practices are generally honest.

In terms of passenger arrivals, tourism

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is growing at about 15% a year and is the fastest growing sector in the economy. In 1966 it contributed about 10% to the gross domestic product at factor costs. All types of tourist resorts are fully booked during the "season" (Nov. 15-Apr. 15) and summer occupancy is increasing. The Barbados Tourist Board is emphasizing the attractions of Barbados as a summer resort in an effort to increase the number of off-season visitors.

Tourists come mainly from the United States, Canada and the United Kingdom, in that order.

U.S. interests own two of the ten luxury hotels, several of the Class A and B hotels, and a number of small guest houses. One American is investigating the possibility of establishing a large residential-resort type complex and others are examining the possibilities for new hotel projects.

Light manufacturing up

Light industry, both for local consumption and for export, is increasing. Within recent years food, clothing, and furniture factories have been established to serve the local and West Indies markets. Most of the investment for these has come from local sources although foreign capital is involved in some.

To date U.S. investors have dominated investment in export-directed industries, and more such U.S. investment is expected. A Canadian firm is reported to be exploring the possibilities of establishing an electronics plant, but this is regarded as an isolated incident and not a trend.

For the present and certainly the near term (five years) future there will be an ample supply of unskilled but educated and trainable labor in Barbados. The latest sample survey of the labor force made by the Government of Barbados found that there are 2,700 unemployed women and 4,100 unemployed men in the 20-35 age group.

Virtually all of these will be literate, more than half will have had previous work experience, and a high percentage would welcome factory employment if available. Almost none would have any trade or technical education. It can be assumed that most could be readily trained in factory skills, discipline, and attitudes based on the experience of present U.S. employers.

Local bank capital is limited, expensive and usually short term. The largest commercial firm on the island operates a widespread unregistered commercial banking operation used by local firms. Mortgage money is usually limited to three years and insurance companies are engaged in mortgage business only to a very limited extent.

Netherlands Antilles puts brakes on five-year downturn; provides good market for varied U.S. items

New set of customs duties being formulated may lower tariffs; U.S. firms beginning to take advantage of investment incentives

The Netherlands Antilles has halted a five year downward trend in its economy, according to the latest Economic Trends Report submitted by the U.S. Consul in Curacao. Oil continues to be its mainstay, but tourism and small scale manufacturing and processing operations are on the upswing, as EEC and Netherlands Government aid coax it along the path to development.

American investment, American interest and American presence have all increased and will continue to do so, primarily and traditionally in the hotel field, but recently and on a smaller scale in electronic parts manufacture.

Good U.S. market

The Netherlands Antilles is a good market for a variety of American products, and clothing, food, vehicles, and non-electrical machinery are the best selling U.S. items. Clothing, with sales of $9.8 million in 1966—the latest full year for which detailed figures are available—is the largest selling U.S. item in the Netherlands Antilles. In nearly every variety of clothing the United States is the largest supplier, and its principal competitors in this field are Japan and Hong Kong. In addition to the Antilleans, many visiting Venezuelans and Colombians have long been very good customers here for American clothing.

The next most important category of American exports to the Netherlands Antilles is food, which totaled about $7.5 million in 1966. Within that category dried and salted meat led American exports with $1.6 million, while other items of importance were rice, flour, and animal feed. Although food is exceeded by clothing in sales volume here, the Consulate General believes that it is an area of the market where the United States has its best chance to increase its share, which is about 58%, while we have nearly three quarters of the clothing sales. There is every reason to believe that the greatly increasing flow of tourists will bring up demand for American food during the next two years.

Two food trade shows have met with some success here. *The State of Maine*, a merchant marine training ship with a floating exhibit of lobsters, cornish game hens, and potatoes attracted very favorable attention, as did the Virginia Fruit Trade Mission, which dealt in apples.

Long under discussion is an entirely new set of customs duties, which as of June 1968 were still in the hands of the Ministry of Economic Affairs and had yet to be presented to the Netherlands Antilles Staten or Parliament.

Details of the proposed tariff are still a closely guarded secret, supposedly in order to prevent a wave of hoarding, but Consulate General sources in a position to discuss the measure authoritatively have stated that the amount of revenue to be derived from customs duties is expected to fall. This may be taken as a hint that actually most duties will be lowered. The post's sources also emphasized that a sympathetic understanding was obtained in the Hague and EEC Headquarters in Brussels for the Netherlands Antilles' States.

It is too nearly now to estimate what range of products will be most affected by this new measure. But of course the duty on one or two items could be raised even as the general average is lowered.

Firms selling to the Netherlands Antilles should keep in close touch with the situation through their agents, since no provision is made in Netherlands Antilles law for contracts entered into before a law goes into effect but completed afterwards. For example, machinery was exempt from duty until Sept. 9, 1967, the effective date of a measure making it dutiable at 4½%. A shipment ordered and on its way in July, which arrived on Sept. 11, two days after the effective date of the new law, could be released from customs only on the payment of the 4½% duty, in spite of the fact that it was ordered before the duty took effect and before its effective date became public knowledge.

According to the official statistics of

the Netherlands Government, Americans form the largest national group among the tourists to this island chain, and the most popular island for them is Aruba, which has the best beaches.

The second largest group is from Venezuela. Citizens of that country are attracted by the much lower prices at which clothing, shoes and many other items can be purchased in Curacao and Aruba. Many come on Friday night, shop all day Saturday and return on Sunday, Caracas being half an hour's flight from Curacao. A good number of Colombians visit Aruba for much the same purpose.

The attitude of some on Curacao who cater in various ways to tourists is that Venezuelans and Colombians are bigger spenders than Americans, in hotels, restaurants and bars as well as shops.

The economy of the Netherlands Antilles had been in a five year decline caused by drastic reductions in the work forces of the large oil refineries, until recently bolstered by aid from the Netherlands and the EEC, and rapidly rising earnings from tourism.

Oil still top commodity

Oil, however, continues to be the mainstay of the economy, although its contribution has been declining slightly. Oil constituted 80% of the Antilles imports and 94% of its exports in the first quarter of 1967; these percentages have declined respectively from 83 and 97 in 1964. And oil's contribution to the Gross National Product—as estimated by the Government Statistical Office—has dropped from 40% in 1957 to 22% in 1966. The overwhelming majority of the crude comes from Venezuela. For the foreseeable future oil refining will continue to be a very important factor in the Netherlands Antilles' economy until Venezuela's oil reserves, as presently predicted, are substantially depleted some time in the early 1980's.

The Netherlands Antilles Government's long term solution to the economic stagnation caused by reductions in force in the two oil refineries has been to encourage other industries to establish themselves on these islands by providing tax holidays, customs exemptions and in some cases monopolies.

There are now small plants for the manufacture of chemicals, paint, beer, liqueur, cosmetics, cigarettes, and work clothing, respectively, as well as three soft drink bottlers, two milk reconstituting plants, and one tire recapping service.

In various stages of establishment are a coffee roasting plant, a flour mill, a rum distillery and a tuna fish cannery.

Of these the tire recapping plant was the first significant American firm to take advantage of the Government's investment inducements. Employing only a handful, its contribution is more historical than economic.

With 180 employees working around the clock, Texas Instruments of Dallas has been producing transistors and other electronic components for eventual sale in the European Common Market, since March. The establishment here of this well known firm, operating worldwide on a scale well into the hundreds of millions of dollars, has clearly and forcefully demonstrated that the Netherlands Antilles' investment inducement policy can attract major American firms. Solitron Devices is making arrangements for the construction of a similar plant on Curacao.

Important as the Texas Instruments plant is, its importance should not be exaggerated. Almost all its Antillean employees are women and for this reason it has provided only indirect relief for the still heavy unemployment which was last estimated at 20.8%. Wages paid are modest. The plant brings in perhaps from a quarter to a third of a million dollars a year in wages and salaries and has made an investment on the order of $2½ million. Its main importance is as an example of what can be done on Curacao in light manufacturing.

Holland extends aid

The Netherlands Antilles is now in the second five year plan (1966-71) of aid from Holland, which provides for 240 million Dutch guilders ($66 million) to be extended partly in grants (96 million guilders or $26.5 million), partly in soft loans (84 million guilders or $23.2 million) and the remaining 60 million ($16.6 million) in loans at normal market rates. This aid is being granted and loaned over a period of five years from 1967 to 1971.

The Consulate General has not noted any change in the aid picture due to the collapse of the bridge over St. Annabaai last Nov. 6. The aid both from Holland and the EEC is concentrated on infrastructure and it covers such projects as schools, roads, bridges, and markets. The flow is uneven and in 1967, for example, $5.9 million came in from the Netherlands and $2.8 million from the EEC. These rates are expected by the Chamber of Commerce to decline in 1968 and rise sharply in 1969.

Unions gain strength

The most important union federation in the Netherlands Antilles is the Curacaosche Federatie van Werknemers (Curacao Federation of Workers) which is more or less an offshoot of the Petroleum Workers Federation of Curacao (PWFC), the union into which the workers at the Shell refinery here are organized. This federation has been making slow and steady progress in organizing labor in several smaller enterprises here, gaining the respect of both its members and of management.

Unfortunately the potential for unrest has increased. The stevedores union has gained influence over Horecaf, the union of the hotel, restaurant and cafe workers. A recent strike in the leading hotels showed irrational economic demands and a probable desire for more trouble.

Unemployment appears to be holding steady at about 20%. Officially the Government is optimistic and the 1966 prediction of 6,600 new jobs by 1970 has been raised to 8,600.

Reports by subscription

The full text of all Economic Trends Reports received from the U.S. Foreign Service posts after June 30 will be available on a subscription basis for $15 a year. For more information or to place a subscription order, write:

Office of Publications and Information/DIB
U.S. Department of Commerce
Washington, D.C. 20230

Checks should be made payable to the Superintendent of Documents.

British decimal system subject of new booklet

The British Decimal Currency Board has published a booklet outlining the correct methods of expressing, in both writing and speaking, the new decimal currency scheduled to take effect in the United Kingdom in 1971. The Board believes that establishing standard methods of expression will avoid confusion, lessen the risk of mistakes and help people become accustomed to the new system more quickly.

The decimal currency, like the present British money system, will be based on the pound sterling. But the pound will be divided into 100 new pence instead of 20 shillings of 12 pence each. The use of the shilling will be eliminated.

The booklet, priced at 25¢, is available from: Sales Section, British Information Services, 845 Third Ave., New York, N.Y. 10022.

France reimposes exchange controls in wake of crisis

Decree emphasizes that measure is temporary in nature and due to exceptional circumstances

In order to stem the outflow of capital due to the recent general strike, the French Government reimposed foreign exchange controls on May 31. The decree (Number 68-481) emphasizes that the measures are temporary and called for by exceptional circumstances.

The French law of December 1966 which lifted exchange controls gave the Government standby authority to reimpose them if required in the national interest. This present step is based on that authority.

Essentially, the new regulations have been designed to limit foreign exchange operations to banks. Thus all import and export payment operations must be conducted directly through banks authorized to act as intermediaries in foreign transactions.

However, all current payments on merchandise trade and service transactions can be made freely through such banks on the basis of a general authorization. Nonetheless, French residents must repatriate and sell on the foreign exchange market the proceeds from exports and other current transactions within one month after receipt of payment.

The general authorization also applies to payments abroad of less than 250 francs, the payment of salaries, royalties, dividends and interest on loans, and the reimbursement of loans. The new measures expressly authorize the transfer of profits by branches and subsidiaries of foreign companies.

Regulations covering foreign investment in France are essentially unchanged. The liquidation of such investment must fulfill the legal requirements of decree #67-78 of Jan. 27, 1967, but the proceeds of liquidation are covered under the general authorization.

On the other hand, numerous types of transactions have been declared subject to prior authorization by the Ministry of Economy and Finance. These include all foreign exchange operations, capital movements and settlements of any nature between residents of France and non-residents, unless specifically exempted.

The prior authorization requirement also affects the acquisition by residents of foreign exchange assets and the physical export from France, for the account of residents, of means of payment (banknotes, checks, and drafts) as well as of transferable securities. In addition, the import and export of gold are subject to prior authorization.

Direct investment abroad by French residents remains subject to prior declaration to the Ministry of the Economy and Finance, as previously stipulated in decree #67-78.

Tourist restrictions

The new restrictions on capital movements involve adoption of tourist allotments for French travelers. French residents traveling abroad are allowed to leave France with 1,000 francs ($200) per person per trip in French banknotes or in foreign exchange. The regulations are more lenient for businessmen, who are granted an allocation of 3,000 francs ($600).

For the purposes of the new decree, France is defined to include continental France, Corsica, overseas departments and territories, excluding the French territories of Afars and Issas. Monaco also is included in France. Transactions between France and foreign countries whose central banks are tied to the French Treasury (in general the African states of the franc area) are considered for this purpose as transactions within France.

The preceding information may be used to amend that given in OBR 66-76. "Establishing a Business in France." and OBR 67-91, "Foreign Trade Regulations of France."

South African import permits reach 1967 level

The issuance of a second round of 1968 import permits (licenses) representing 25% of 1967 allocations was announced June 7 by the South African Minister for Economic Affairs. This brings the total value of 1968 permits issued to 100% of the 1967 level.

The significance of this additional allocation in terms of increased U.S. sales to South Africa is uncertain, considering that a substantial part of total 1967 allocations were not utilized by South African importers.

Argentine Central Bank cuts reserve requirements

The Argentine Central Bank cut its minimum cash reserve requirements for commercial banks as of June 1 by approximately half. The amount of the reduction varies depending on whether the banks are in the Federal Capital and parts of Greater Buenos Aires (Zone A) or in certain provinces (Zone B).

The new circular also simplifies the reserve requirements. There is now just one reserve requirement for each zone while previously there were eight and seven different requirements for Zones A and B, respectively.

A special reduction has been authorized for medium-term financing of primary production and the purchase and sale of industrial equipment. These loans may be made only to firms that have adhered to the Government's price stabilization policy, except for firms involved in primary production activities. The term of these loans is up to five years. The maximum interest rate is 13% per year.

The Central Bank has also restricted banks from receiving new savings deposits for existing accounts of companies, except for non-profit companies. This restriction is apparently designed to encourage companies to re-invest their earnings.

Yugoslavs allot $133 million for consumer goods imports

Yugoslavia has allocated $133.4 million in convertible and clearing currencies for imports of consumer goods under global quota exchange restraints in 1968. Nearly one-half of the $38.5 million in convertible currency has been designated for special purposes, including $800,000 for the purchase of consumer goods exhibited at Yugoslav trade fairs, and $1.1 million for foreign motion picture films.

The Federal Secretariat of the Economy will make allocations according to 1967 imports and agreements made among eligible enterprises. Furthermore, enterprises may have to make certain concessions to qualify for this exchange: allowances for domestically-produced consumer goods, joint export marketing efforts, and balanced importation among areas (clearing and hard currency areas) and countries.

Automobiles and automobile parts are not included in this allotment. Funds allocated but unused in 1968 may be carried over to 1969.

Colombia drops prior license requirement on 102 import items

However, deposit requirement on 21 categories is raised

Colombia has announced a major liberalization policy towards imports by freeing 102 items from the prior license requirement. The U.S. market share of the liberated items was 44.9% in 1966 and 45.3% in 1967.

Strong competition is expected from third country suppliers since this is the first import liberalization in Colombia since November 1966.

The following general categories are included: seeds for sowing; linseed oil; asbestos; zinc oxide; titanium dioxide; lead arsenate; DDT; propyl, butyl and amyl alcohol; selected phenol acids and cyclic amides; manganese for insecticides; pyridine; lactose; enamels and glazes; prepared explosives, fuses and detonators; photo film; oil additives; compound catalyst; newsprint and cigarette paper; laboratory glassware; ferro-alloys; copper wire; scrap and unwrought aluminum, lead and zinc.

Earth moving equipment; incubators; printing type and blocks; frames for weaving and knitting machinery; generators of 5 to 100 kw.; three-phase motors of more than 100 h.p.; microphones; graphite electrodes; tractors; ships of over 10,000 tons; surveying, hydrographic, navigational, meteorological, hydrological and geophysical instruments, compasses and finders; electro-medical, X-ray and anesthetic apparatus; and dental equipment.

The Colombian Government increased the prior deposit requirement on 21 items contained in the new liberalized list, while at the same time freeing them from prior license. The prior deposit on natural rubber sheets was raised to 10%. The prior deposits for interchangeable hand tools; watercraft engines and parts; and outboard engines were increased to 30%.

The following items were increased to 70%: hopcones and lupulin; methanol; most stainless steel bars, rods and sheets; unwrought tin; bearings; and forklift type trucks. The prior deposit on lead-based alloys and unwrought tin-based alloys was raised to 130%.

Complete information on Resolution No. 005 of May 9 can be obtained from the nearest Department of Commerce Field Office or directly from the American Republics Division, BIC/OIRE, U.S. Department of Commerce, Washington, D.C. 20230. This information is also available by calling area code 202, WO 7-2402.

German quota announced for pears, asparagus, beans

The Federal Republic of Germany has announced an import quota for canned pears in containers of less than 4.5 kilograms. The quota will apply to imports from a number of countries, including the United States. Applications for import licenses will be accepted until the value limit is reached, but not later than Sept. 25.

Import licenses will be valid until Sept. 30 (for previous announcement see INTERNATIONAL COMMERCE of Apr. 29). The first day of customs clearance is July 1.

In addition, the quota for canned asparagus cuts and tips mixed (German term: 'Brechspargel') has been extended. Applications for import licenses will be accepted until the value limit is reached, but not later than Sept. 25. Licenses will be valid until Sept. 30, 1968. The first day of customs clearance is July 1 (for previous announcement see INTERNATIONAL COMMERCE of Apr. 22).

Moreover, a quota for canned cut wax beans from the United States and other countries has been opened. Applications for import licenses are accepted until the value limit is reached, but not later than Sept. 25. Import licenses will be valid until Sept. 30.

These quotas were announced in the *Bundesanzeiger* No. 98 of May 28.

Germany opens quota for canned cherries

The Federal Republic of Germany has announced an import quota for canned cherries in containers of less than 4.5 kg. The *Bundesanzeiger* No. 90 of May 14 announced that applicants for licenses may be submitted separately for cherries without sugar or with sugar added until Oct. 31.

Applicants who received licenses for cherries with sugar under the previous quota may apply at their choice, for cherries with or without sugar up to the level of these licenses; applicants who under the previous quota received licenses for cherries without sugar may apply for an import license for cherries with sugar added only up to 10% of the total amount of licenses received under the previous quota.

Import licenses will be valid until Dec. 31.

Ceylon to import goods for irrigation project

Ceylon will use a $2 million International Development Association credit to pay for imported goods and services needed in an irrigation project which will bring water to 6,500 upland acres.

The Ministry of Land, Irrigation and Power will be responsible for the design, construction, operation and maintenance of the irrigation facilities and for land leveling. All work will be performed by the Ministry's own staff with the necessary imported equipment and materials being procured under international competitive bidding.

Water will be pumped from the canals serving paddy fields to homestead sites at elevations varying from 15 to 50 feet above the canals.

Argentina raises status of foreign commerce unit

The Argentine Government has raised the status of the Undersecretariat for Foreign Commerce to a full Secretariat.

The Ministry of Economy and Labor now is composed of the following Secretariats: Agriculture and Livestock, Treasury, Industry and Domestic Commerce, Foreign Commerce, Energy and Mining, Public Works, Labor, and Transportation. Formerly, Foreign Commerce had been an Undersecretariat within the Secretariat of Industry and Commerce.

The new functions assigned to the Secretariat of Foreign Commerce are:

- "Responsibility for (entender en) granting certifications of quality for products exported;" and
- "Coordination with Secretariat of Agriculture and Livestock of everything

pertaining to the export of traditional national exports."

The present Undersecretary of Foreign Investment Promotion, Raul Peycere was named Secretary of Industry and Domestic Commerce. Elbio Baldinelli, who has been Deputy Executive Secretary of the Latin American Free Trade Association is to be the new Secretary of Foreign Commerce. Peycere is understood to have been a principal architect of Argentina's tariff reform of March 1967.

The reorganization is designed to enable Argentina to cope with ". . . the increasing complexity of international trade, the growing protectionist trend in Argentina's principal markets, increasing economic integration, and the need to enlarge and diversify exports."

Germany tightens rules on plant protection agents

Certificate from Biological Agency now required; labels also needed

The recently promulgated German law on plant protection provides that domestically produced and imported plant protection agents which are to be marketed in Germany must be approved by the designated Federal Government agency to assure their efficacy and to protect public health.

The approval certificates will be issued by the Federal Biological Agency for Agriculture and Forestry (Biologische Bundesanstalt fuer Land- und Forstwirtschaft, 33 Braunschweig-Gliesmarode, Messeweg 11/12, Federal Republic of Germany), in cooperation with the Federal Health Minister regarding health aspects and after consulting a committee of experts to be convened by the Federal Agricultural Minister.

The certificates will be issued for qualified products which meet the prescribed testing requirements. They normally expire aften 10 years, but may be extended on request.

The Federal Biological Agency has authority to grant exemptions from the above approval requirements for plant protection agents used for research and testing purposes or destined to meet emergencies.

The law also provides that such agents to be marketed in Germany must show the trade name of the product, the number under which they are registered with the Federal Biological Office, the name of the manufacturer, importer, or distributor, the active components by designation and quantity, German-language instructions concerning the application, the expiration dates for products of limtied efficacy, and specific information as required by the Federal Biological Office.

A German court has ruled that the German importer is obligated to inform the foreign exporters of all labeling requirements and the exact German text to be used, taking into consideration all applicable legislation.

The certification requirements will become effective for new products in the German market on May 15, 1969. Domestic and foreign products on sale in Germany prior to that date will be tentatively accepted if their manufacturer, distributor or importer files an application for an approval certificate, pending the decision of the Federal Biological Agency on this application.

German imports of insecticides, fungicides, herbicides and allied products from the United States have increased steadily in recent years. Total imports of these items amounted to $9.3 million in 1967. Herbicides ($1.7 million) accounted for about two-thirds of German imports from the United States in this category in 1967.

The law on plant protection (Pflanzenschutzgesetz), dated May 10, was published in the official German gazette (*Bundesgesetzblatt*), Part I. No. 28, pages 352-358. A loan copy of the German text is available from the European Division, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230. A photostat copy may be obtained from the Photoduplication Service, Library of Congress, Washington, D.C. 20540, at 25 cents a page.

Mexico again postpones export document ruling

The Mexican Director General of Customs has informed the U.S. Embassy in Mexico City that the requirement that imports be accompanied by a copy of the official document of exportation (for the United States, the Shippers Export Declaration) would be postponed until Sept. 1 for land entries, and until Sept. 15 for maritime entries. The Director General stated that an official announcement to this effect would be published in the *Diario Official* during the week of June 23.

Germans allow beef tongue imports, station vets abroad

A recently passed amendment to the meat inspection law permits importation of beef tongue without the pluck (effective Apr. 26) and the stationing of a German veterinarian in the country of origin to inspect meat cuts exported to Germany (effective Jan. 1, 1969). The law was published in the *Bundesgesetzblatt*, Part I, pages 305 to 308.

A loan copy of the English translation of the amended text of Section 12B (regarding beef tongue) and 12F (regarding a veterinarian to inspect meats in the country of origin) is available from the European Division, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank loans Gabon $1.8 million for education

The World Bank has recently granted an education loan of $1.8 million to Gabon. Award of construction contracts and procurement of general and instructional equipment to improve and expand facilities for secondary education, vocational training and primary teacher training will be on the basis of international competitive bidding.

The project will consist of constructing and equipping a primary teacher college at Libreville; a new secondary school in Port Gentil; extensions to three secondary schools in other towns and minor extensions of an accelerated technical training center; and training abroad of 78 Gabonese secondary school teachers.

Pakistan micro-wave project gets loan to buy U.S. goods

The Export-Import Bank has authorized a $1.5 million credit to buy U.S. goods and services for a micro-wave telecommunications project in East Pakistan.

When completed in 1969, the project will directly link the East Pakistan cities of Chittagong and Khulna via a southern route and bring service to intermediate points including four offshore islands. The new capacity will complete a communication loop by connecting with a micro-wave system serving Chittagong-Khulna via Dacca to the north. The latter system is being built by General Telephone and Electronics International and financed by the U.S. Agency for International Development.

German firm loses U.S. export rights

Hamburg auto parts dealer failed to furnish required data

Heinz Nollmeyer, of Buchholz/Nordheide, near Hamburg, West Germany, a dealer in parts and accessories for automotive and agricultural equipment, has been denied all U.S. export privileges for an indefinite period for failure to furnish information concerning his participation in a transaction involving an order for electronic tubes.

According to the U.S. Department of Commerce's Bureau of International Commerce (BIC), a Canadian dealer, whose operations in the past have been the subject of investigation by the Office of Export Control, negotiated with a U.S. supplier for the purchase of $14,000 worth of electronic tubes, some of strategic nature, but then did not order them. Later, Nollmeyer, without having had any previous contacts with the U.S. supplier, placed an order with the U.S. firm for the same tubes.

BIC sought to determine from Nollmeyer the facts and circumstances that led to his placing of the order and also his intended disposition of the tubes. When he failed to reply to questions submitted to him regarding these matters, the denial order was issued in accordance with BIC regulations. The order will remain in effect until Nollmeyer answers.

All U.S. export licenses to which Nollmeyer is a party have been canceled and he, his agents and employees are prohibited from participating in any transaction involving commodities or technical data imported from the United States.

U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

Alliance loan helps Mexico buy U.S. nuclear test items

A $763,000 Alliance for Progress credit to Nacional Financiera, S.A., will help finance purchases of U.S. nuclear test and research equipment to be used by Mexico's Comision Nacional de Energia Nuclear. Total cost of the accessory equipment is $1 million.

Some 37 U.S. manufacturers are expected to furnish the equipment to be financed by the Eximbank loan. Requirements will include equipment for special tests and maintenance, electronic analysis, data processing, radiological safety, radioisotope production, reactor research and engineering, and special reactor environmental monitoring.

Export-Import Bank loan will finance dollar costs of Saudi Arabia urea plant

The Export-Import Bank has authorized a $12 million credit to help finance the dollar costs of a $50 million urea fertilizer plant to be built at Damman, Saudi Arabia, for SAFCO, the Saudi Arabian Fertilizer Co.

SAFCO, which is jointly owned by private Saudi investors and the Saudi Government's General Petroleum and Mineral Organization, has a contract for the construction of the 350,000-ton per year plant with Chemical Construction Corp., New York, a subsidiary of Electric Bond & Share Co. Occidental Petroleum Corp. of Los Angeles and its subsidiary, International Ore and Fertilizer Corp., will provide technical and marketing assistance to SAFCO after plant start-up.

$75 million credit backs sale of U.S. cotton to Japan

The Export-Import Bank of the United States has established a $75 million line of credit in favor of The Bank of Tokyo, Ltd., to finance the sale of United States raw cotton to Japan during the crop year beginning Aug. 1.

The new loan, Eximbank's twenty-first cotton credit to Japan since 1948, will finance some 600,000 bales of cotton for shipment from the United States to Japan. Purchases financed by the new cotton credit will be allocated to Japanese mills by the Japan Spinners' Association under administrative guidance of the Ministry of International Trade and Industry of Japan.

Previous Eximbank credits totaling $1,130 million have financed exports of some 7.5 million bales of cotton to Japan.

Private Pakistan firms get Eximbank loans to buy U.S. goods, services

The Export-Import Bank has authorized a $5 million relending credit in favor of Pakistan Industrial Credit and Investment Corporation (PICIC), a non-governmental agency established in 1957 to finance economic development in Pakistan.

The proceeds of the new credit, Eximbank's 19th to finance Pakistani purchases of U.S. equipment and services, will be used to purchase machinery and equipment needed by various Pakistani private enterprises, particularly edible oil processing.

The earlier Eximbank credits have financed a variety of purchases in the United States by Pakistan, including jet aircraft, hotel equipment, locomotives and equipment to be used in the construction of the Tarbela Dam. Other items of machinery and equipment were financed by two earlier Export-Import Bank loans to the Industrial Development Bank of Pakistan, a semi-governmental relending agency.

Eximbank credit helps Iran buy GE generators for dam

A credit of $29.8 million has been authorized by the Export-Import Bank of the United States to help Iran finance the dollar costs of two 156-megawatt generators for the proposed Shahryar power plant 20 miles west of Tehran, the capital.

The General Electric Company, which will participate in Eximbank's credit, will supply, install, and start-up the two units under a turnkey contract. The company will also provide the services of the New York firm of Sanderson & Porter for design, engineering, and construction supervision. The total dollar costs of the new power plant, together with related facilities and services, will be some $33.1 million. The difference between this amount and Eximbank's loan is to be met by cash payments from the Government of Iran. The total cost of the new generating plant will be equivalent to $43.7 million.

The new Shahryar plant, to be operational by August of 1971, will assist the Tehran Regional Electric Company to meet the rapidly growing demand for power in its service area.

U.S. licensees can get rights to make products offered by foreign firms

Items include dishwashing machines, tubular steel furniture, chemical agents for metal industry, manufacture of cellulose

Manufacturers in Great Britain, West Germany, and a chemist-engineer in Haiti, are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are dishwashing machines, tubular steel furniture, chemical agents for the metal industry and a cold process manufacture of cellulose.

For additional details and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File Number assigned each opportunity listed below.

- A West German manufacturer is seeking a U.S. licensee for the production of its commercial dishwashing machines.

The four types of machines, designed for cafeterias and small restaurants, have large filters in the form of drawers located below the dish racks. These filters, consisting of harmonica-like perforated metal sheet, prevents blockage in the nozzles and water circulation pump from crumbs and food particles. The drawers can be easily removed, and the filters quickly cleaned.

Since the housing of the machine is of stainless steel and the spray nozzles of chromium plated brass the strongest detergents will not affect and/or corrode the metal. The washing system of the machines is stationary.

The firm will also consider a cross-licensing agreement for the manufacture of commercial dishwashers. The management of the firm prefers negotiating with a potential licensee only. **File 1607.**

- A British manufacturer of tubular steel furniture is seeking a U.S. licensee to manufacture its line of high quality tubular steel furniture under license in the United States.

The British company would also welcome inquiries from American companies which might be interested in using its facilities for the manipulation of tubular steel frames and finishing processes in the U.K.

An agent for the British manufacturer will be visiting the U.S. from June 25 until approximately July 9 for discussions with appropriate U.S. companies in New York, Chicago, Memphis, New Orleans, Atlanta, Philadelphia and Washington, D.C. **File 1608.**

- A West German manufacturer of chemical agents for the metal industry seeks a cross-licensing agreement with U.S. manufacturers of metal coloring, phospatizing, cleaning and rust preventing agents. **File 1609.**
- A European trained chemist and engineer with more than 20 years experience in chemical analyses is seeking a U.S. licensee to manufacture cellulose using a cold process.

This method of production dispenses with boiling fibers for nearly 20 hours, a necessary step in present systems for cellulose production. The chemist has prepared samples of his product, using sugar cane bagasse and sisal tow, both waste products in Haiti. Patent application on the process is pending. **File 1610.**

Austrian firm requests licensing arrangement

A well-equipped Austrian plastics firm is interested in a licensing arrangement with a U.S. company to produce patented plastic material products.

The Austrian firm makes souvenirs, advertising novelties and other items.

Write: Riml and Co., K.G., Leopoldstrasse 2, A-6010 Innsbruck, Austria. WTD.

Canadian firm wants license to make advertising items

A Canadian stationery manufacturer seeks a license to produce promotional advertising specialties, calendars and other printed material, including cards.

Write: Mr. Carl Israelson, The Rose Press & Fordprint, 50 Valleybrook Drive, Don Mills, Ontario, Canada. WTD.

French firms seek licenses to manufacture transformers, harvesting machines

Specializing in the production of transformers, a French firm is interested in a license to manufacture transformers for fluorescent tubes. The concern's product line includes high and medium tension transformers, current changing automotive transformers, and transformers for welding equipment.

Write: AUPEM (Applications et Utilisations des Proprietes Electriques de Materiaux), La Saulaie, 45-Gien, France. WTD.

A license to manufacture harvesting machines, particularly rotary mowers is sought by a French producer of industrial sugar beet harvesters, cleaners and loaders. The firm operates a modern plant, employs about 175 and distributes its machinery throughout the Common Market countries.

Write: Herriau et Cie, 82 rue de Bonavis, 59-Cambrai, France. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Five British firms seek licenses to manufacture goods

Five British companies are interested in licensing arrangements with U.S. manufacturers: One firm wants to manufacture pressure switches and valves, the others are interested in battery charging equipment, items related to the fluid handling field, automotive accessories, turbo chargers for buses and trucks. Their proposals follow:

• A London manufacturer of flexible hoses, aircraft de-icers, printed circuits, gas and fluid filters and metallic seals seeks licensing agreements.

The firm is interested in producing products requiring engineering processes such as pressure switches or transmitters, valves and control units. The firm already has licenses from two U.S. firms.

Write: Palmer Aero Products Ltd., Penfold St., Edgware Road, London N.W.8, England.★ WTD.

• A British manufacturer of industrial battery charging equipment seeks a license to make products in the battery charger and power unit fields or a product containing rechargeable cells.

The company currently produces constant potential and taper chargers, telephone intercommunication power units, audio amplifiers and associated equipment.

Write: Stoneleigh Electronics Ltd., Factory No. 8, Bridge Close, Romford, Essex, England. WTD.

• A firm of mechanical and production engineers seeks licensing agreements to manufacture a wide range of products. These include turbo chargers for buses and trucks, oil pumps for tractors and trucks, automobile water pumps, air motors, diesel fuel injection equipment, hydraulic valves, industrial gear box assemblies, railway resistor boxes and switches, automobile steering and suspension arm assemblies, transmission coupling assemblies for automobiles and tractors, diesel valve covers and guides, automobile gears and sprockets.

The British concern states that its production facilities are supported by process and methods engineers, inspectors and design production progress personnel. In addition, the firm operates the usual administration, sales, export, accounting and estimating departments. Sales are made directly to industrial concerns in the U.K. and Europe.

Executives of the company plan to visit the U.S. later this year and would be glad to discuss licensing arrangements with companies responding to this announcement.

Write: A. R. Parsons and Co. Ltd., Wellington Road, London Colney, Hertfordshire, England. WTD.

• Licenses to manufacture such automotive accessories as windshield wipers, washers and battery chargers, medical electronic recording apparatus; electronic test and measuring equipment; radar and navigational aid equipment; inter-office telephone or intercom equipment; electronic process control equipment, particularly timers, time meters and recorders; and analog digital converters are sought by a British company.

The firm produces electronic automotive accessories, control equipment and standby power supply equipment.

Write: Elmic Ltd., Elmic Works, Southend Arterial Road, Romford, Essex, England. WTD.

• An English firm engaged in the manufacture of stainless steel tubes, stainless steel dairy fittings and steel bars, wishes to manufacture under U.S. license, valves and pumps for use in corrosive or hygienic environments. The company is also interested in making other products related to the fluid handling field.

The company, established in 1963, is controlled by Tube Investments Ltd. in Birmingham, Warwickshire.

Write: T. I. Stainless Tubes Ltd., Green Lane, Walsall, Staffordshire, England. WTD.

Malagasy Government plans fertilizer plant project

The Government of Malagasy seeks capital participation by U.S. investors in a proposed $8.1 million nitrate fertilizer plant.

The plant should be capable of producing urea in sufficient quantities to meet the country's needs in 1972, which are estimated at 15,000 tons. Planned production of the plant is anticipated to reach approximately 35,000 metric tons per year of N_2.

Write: Le Directeur du Bureau de Developement et de Promotion Industriels (B.D.P.I.), B.P. 3180, 33 Rue de Liege, Tananarive, Madagascar.

Australian company requests licensing arrangements

An Australian manufacturer of custom-built advertising displays, engraving plates, shields and medallions, trophies, centrifugal and gravity castings and engravers' requirements seeks a licensing arrangement with a U.S. firm for the local manufacture of trophy figures and medallions by centrifugal and/or gravity casting methods. The U.S. licensor would be expected to provide necessary technical information, including advice as to suitable machinery.

The managing director of the Australian firm plans to visit the U.S. in the near future and would be glad to discuss licensing agreements with firms responding to this announcement.

Write: Mr. Valentine I. Prince, Managing Director, Aiden Industries, Bank of New South Wales, c/o Bank of America National Trust and Savings Association, 101 West 7th St., Los Angeles, California.

Trucial States invite bids for oil concession rights

The Trucial States of Sharjah, Ajman and Umm al-Qaiwain invite bids from U.S. firms for oil concession rights covering approximately 7,000 square miles. The territory includes both onshore and offshore acreage.

The deadline date for acceptance of bids has been set for Sept. 1.

For complete information about the areas, terms and conditions of the oil concession agreement interested companies should **write:** Dr. Nadim Pachachi, Oil Consultant, P.O. Box 7028, Beirut, Lebanon.★

Guar gum venture proposed by Pakistani company

A joint venture to produce guar gum is proposed by a Karachi firm engaged in the ginning and export of cotton.

Plans call for establishing an enterprise with a production capacity of seven tons of guar gum daily to be marketed to paper manufacturers, food processors and other users.

U.S. companies interested in obtaining further information about this opportunity should contact: Mr. M. H. Dossa, The Cotton Exchange, Room 30, McLeod Road, Karachi, Pakistan.★

World Trade Opportunities

Turkey invites engineering consultants to prequalify for feasibility study

The State Hydraulic Works (DSI), Ministry of Energy and Natural Resources, Republic of Turkey, wishes to prequalify foreign consulting engineering firms to undertake preparation of Master Plans and Feasibility Study Reports of the domestic, commercial and industrial water supply and sewerage (sanitary sewage, industrial wastes and storm water drainage) systems for the City of Izmir and adjacent communities, and also for pollution control of Izmir Bay. The population of the metropolitan area of Izmir is about 550,000.

The water supply studies should include all structures from sources to consumers, and the sewerage studies should include all structures from collection to disposal. Management studies will also be included in the work. The Master Plan will cover the immediate, intermediate and long range needs; feasibility studies will cover only the immediate and intermediate needs of the community. The contract will be a cost-plus fixed fee agreement.

The prequalified foreign firms will be required to become associated with a Turkish engineering firm or firms to assist with the work before submitting definite proposals. The foreign firms may also apply as a joint venture.

The interested firms that have successfully completed a water supply and sewerage Master Plan and Feasibility Study for a community of not less than 550,000 population are requested to provide the following information for evaluation purposes to the General Directorate of State Hydraulic Works, the address of which is given below:

Brochures and documents indicating the works undertaken by the firms and also the experience record of key personnel;

Information on similar jobs which have been or are in process of being performed by the firm. (A copy of the report for a completed similar project should be attached.)

After completion of prequalification, definite proposals will be requested from the firms considered suitable by the DSI and an agreement will be negotiated with the firm selected.

Deadline for receipt of prequalifying information is July 15. AID financing not involved.

Address: Devlet Su Isleri Genel Mudurlugu Etud Plan Dairesi Baskanligi, Sinasi Sokak Catalhan, Ankara, Turkey.

Greece seeks information on communication needs

The Hellenic Civil Aviation Administration is considering the possibility of gradually substituting some of its electronic equipment with new, high quality, most reliable units, specifically designed for continuous operation at unmanned sites, requiring scheduled maintenance with as-long-as-possible time intervals.

Equipment may be HF, VHF or UHF communications transmitters and receivers, low-frequency non-directional beacons (with up to approximately 1000 watt output power), VOR, DME enroute stations and other similar equipment or systems normally operating at remote sites.

In order to form a general idea about the availability of such equipment in the international market, the CAA welcomes any information regarding the operational and technical characteristics of equipment designed for the above purpose. The normally expected downtime of these equipment should be clearly stated by the manufacturer, with relation to the scheduled maintenance required, the suggested equipment or system configuration (i.e., redundancy, remote control, spares) and the general operating conditions.

Information concerning unit cost estimates for the acquisition of the above equipment is particularly desirable for budgetary purposes.

Please address any letters, information or printed matter to: Ministry of Communications, Civil Aviation Administration, Comm. and ATC Division (E3), Electronics Engineering Section, 1 Vas. Georgiou Ave., Hellinikon, Athens, Greece.

Guatemala issues notice to construction bidders

The Government of Guatemala is seeking bids for the restoration of the terracing, drainage, and paving of the Cogales-Nueva Concepcion-Tiquisate Highway, Project CDA-8-TBA of the Guatemalan General Bureau of Roads. Funds for the work will be allocated by the Guatemalan Government from an outstanding credit line provided by the International Bank for Reconstruction and Development.

Bids should be presented in Spanish in sealed envelopes, indicating their contents. The deadline for submittal is July 19.

Complete specifications are available by sending 500 sheets of No. 16 mimeograph paper (letter size) and 100 yards of 42" wide heliographic paper to: Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City, Guatemala, C.A.

Argentina calls for bids on hydroelectric project

Hidronor S.A., a Government-owned corporation in charge of the El Chocon-Cerros Colorados Hydroelectric Project, is calling for bids for the construction of a town, to be known as Villa El Chocon, in the Bajada del Chocon Chico area, Province of Neuquen. This project (Public Bid No. 201) is one of a series of preliminary works involved in the construction of the hydroelectric complex.

The deadline for the receipt of bids is 12 p.m., July 22.

Copies of conditions and technical specifications are available from Hidronor S.A., Avenida Leandro N. Alem, 1074, Buenos Aires, for 50,000 Argentine pesos (approx. $143).

Correspondence is requested in Spanish.

Prequalification invited by Malawi for construction of high schools, college

The Government of Malawi urges contractors to prequalify to bid on the erection, alteration, and improvement of several high schools and a college. Building materials suppliers who wish to submit tenders for the supply of sanitary fittings, roofing sheets, and metal windows are also asked to prequalify.

The projects, estimated to cost about three million dollars, will be financed by a loan from the International Development Association.

The location and approximate cost for each of the secondary schools is listed as follows: Mzuzu & Mzimba ($840,000); Zonba & Malosa ($468,000); Lllongue & Dedza ($436,800); Cholo & Mlanjo ($724,800); Socho (Blantyre) ($216,000); Blantyre ($93,600); Henry Henderson (Blantyre) ($127,200); and Chichiri (Blantyre) ($74,400).

National primary Teacher Training College at Lllongue ($100,320).

Tenderers will have the opportunity of submitting an overall bid or individual bids for the high school projects. The college will form the subject of a separate tender.

Prequalification deadline is July 15.

The intention is to call for bids in the second half of 1968 and it is anticipated that the contracts will start in late 1968 and finish by the end of 1970. Requests for tender documents must be accompanied by a 50 pound ($120) deposit.

Copies of the prequalification form for building material suppliers are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Prequalification forms for contractors and additional information may be obtained from: The Secretary for Works and Supplies, Ministry of Works and Supplies, Private Bag 45, Zomba, Malawi.

Iran to buy cellulose filters

The Iranian Tobacco Monopoly, Teheran, Iran has issued a request for bids (Tender No. 20715) with a bid deadline 9 a.m., Aug. 11, for 60 million white cellulose filter rods.

Copies of tender are available on a loan basis to firms located in the United States from the Chemicals and Allied Products Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3529.

Iraq to construct bridge

The Government of Iraq requests bids on the construction of the Suwairah Bridge and approaches.

Bid deadline is Aug. 20.

Specifications are available for 50 Iraqi dinars ($140) from the Contract Division, Directorate General of Roads and Bridges, Ministry of Municipalities and Works, Baghdad, Iraq.

World Trade Opportunities

Continued to page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

138 Oil and Gas Field Services

● **ARGENTINA**—(350 Argentine pesos = $1). The Argentine Bureau of Energy and Fuel is requesting bids for the granting of exploration permits of the San Jorge Gulf Oilfield area, located off-shore in Southern Argentina, covering an area of about 29,750 sq. km. Bid deadline 11:00 a.m., Sept. 24.

Copies of conditions and technical specifications are available for 300,000 Argentine pesos from Direcion Nacional de Energia y Combustibles, Av Julio A, Roca 651, 2nd floor, Buenos Aires, by asking for Tender No. 4. Correspondence preferred in Spanish.

201 Meat products

GERMANY—Lard in steel drums or ship containers; canned meats: poultry, venison; frozen poultry, venison. Requests price quotations c.i.f. European ports or f.o.b. American ports. Requests replies in German. Langensiepen & Ruckebier (manufacturer, importer, wholesaler), 43 Essen/R. 1, Postfach 1016. WTD 6/68.

ITALY—Canned ham. CON.AL (importer, wholesaler), Via San G. Battista della Salle 2, 10152 Torino. WTD 6/68.

SPAIN—Regenerated hides. Aparicio Export (manufacturer, exporter), Virgen de los Reyes 9, Madrid (17). WTD 6/68.

202 Dairy products

GERMANY—Cheese, all types. Requests price quotations c.i.f. European ports or f.o.b. American ports. Requests replies in German. Langensiepen & Ruckebier (importer, manufacturer, wholesaler), 43 Essen/R. 1, Postfach 1016. WTD 6/68.

● **IRAN**—Powdered milk, 10 tons. Tender No. 4789. Bid deadline Aug. 20. National Iranian Steel Corp., Ferdowsi Square, 35, Forsat Ave., Tehran.★ (Telephone: 202-967-3814).

ITALY—Any *new* type of butter, cheese. CON.AL (importer, wholesaler), Via San G. Battista della Salle 2, 10152 Torino. WTD 6/68.

203 Canning, preserving foods

GERMANY—Canned fruit, fruit juices. Requests price quotations c.i.f. European ports or f.o.b. American ports. Requests replies in German. Langensiepen & Ruckebier (importer, manufacturer, wholesaler), 43 Essen/R. 1, Postfach 1016. WTD 6/68.

ITALY—Canned vegetables such as peas, similar items. CON.AL (importer, wholesaler), Via San Giovanni Battista 2, 10152 Torino. WTD 6/68.

JAMAICA—Headless frozen shrimp with shell on (pink or white) packaged in institutional packages. Direct purchase and agency. H. M. Brandon & Co. Ltd. (manufacturers' representative, commission agent), 38A Harbour St., P.O. Box 27, Kingston. WTD 9/67.

Frozen fancy goods for hotel use; individual portions for single serving. Direct purchase and agency. A. Leonard Moses (importer, commission agent, manufacturers' representative), 92 Harbour St., Kingston. WTD 12/67.

204 Grain mill products

GUATEMALA—Alfalfa, prepared as feed for animals. Requests replies in Spanish. Segovia, Fabrica de Concentrados y Forrajes, Beneficio de Arroz y Cafe (manufacturer), 21 Calle 11-06, Zona 1, Guatemala City. WTD 6/68.

MALAYSIA—White rice, wheat flour. Chor Kee Co. (Agencies) (commission merchant, indent agent), 6 Bishop St. (top floor), G.P.O. Box 376, Penang. WTD 5/68.

206 Sugar

MALAYSIA—White sugar. Chor Kee Co. (Agencies) (commission merchant, indent agent), 6 Bishop St. (top floor), G.P.O. Box 376, Penang. WTD 5/68.

207 Confectionery

AFGHANISTAN—Candies, including chocolates, chewing gum, all kinds of confectionery. Mohammed Rasul s/o Merza Mohammed (importer, wholesaler, retailer), Zarghoona Maidan, Shahri Nau, Kabul. WTD 6/68.

208 Beverage industries

ITALY—American whiskey, liquors. CON.AL (importer, wholesaler), Via San Giovanni Battista 2, 10152 Torino. WTD 6/68.

SPAIN—All classes of liquors. Antonio Cruz Naranjo (importer, distributor), Secretario Artiles 63, Las Palmas de Gran Canaria. (Canary Islands). WTD 4/68.

All classes of American beverages, liquors.

Jose M. Ortiz Sanchez (importer, distributor), Emilio Calzadilla 15, Santa Cruz de Tenerife (Canary Islands). WTD 4/68.

209 Food preparations

GUATEMALA—Soybean cake, meal. Requests replies in Spanish. Segovia, Fabrica de Concentrados y Forrajes, Beneficio de Arroz y Cafe (manufacturer), 21 Calle 11-06, Zona 1, Guatemala City. WTD 6/68.

211 Cigarettes

AFGHANISTAN—Cigarettes with, without filters. Requests prices c.i.f. Karachi, insurance to Kabul. Balwant Singh & Saran Singh Bagga (importer, exporter, wholesaler, retailer), P.O. Box No. 445, Kabul. WTD 6/68.

225 Knitting mills, products

AFGHANISTAN—Hosiery: women's, misses' full length, knee length seamless, full-fashioned. Requests prices c.i.f. Karachi, insurance to Kabul. Balwant Singh & Saran Singh Bagga (importer, exporter, wholesaler, retailer), P.O. Box No. 445, Kabul. WTD 6/68.

229 Textile goods

● **CEYLON**—45,000 pieces synthetic fiber fishing nets; 90,000 lbs. synthetic fiber twines; 300,000 skeins synthetic fiber rope; 8,000,000 yds. nylon monofilament lines. The preceding are average figures only. The final quantities and items have not yet been determined by the Ceylon Fisheries Corp.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bid 3 p.m., July 15. Bids should be sent to the Chairman, Tender Board, Ceylon Fisheries Corp., P.O. Box 258, Rock House Lane, Mutual, Colombo 15, Ceylon.

GERMANY—Textile waste from synthetic materials including polyester, acrylic, nylon. Textroff Hans Georg Rupp (importer, wholesaler, sales agent), 28 Bremen, 31 Kohlhoekerstrasse, P.O.B. 698. WTD in preparation.

JAMAICA—Plastic upholstery material, supported and unsupported. Direct purchase and agency. A. Leonard Moses (importer, commission agent, manufacturers' representative), 92 Harbour St., Kingston. WTD 12/67.

PORTUGAL—Man-made fibers for use in textile industry. Direct purchase and agency. Comundo—Consorcio Mundial de Exportacao e Importacao, S.A.R.L. (importer, distributor, sales agent), Ave. 5 de Outubro 56, Lisbon. WTD in preparation.

231 Men's, youths', boys' suits, coats, overcoats

AFGHANISTAN—Clothing in odd lots, close outs. Afghan-Europe Transit and Forwarding Co., Ltd. (importer, freight forwarder), P.O. Box 314, Kabul. WTD 6/68.

232 Men's, youths', boys' furnishings, work clothing

AFGHANISTAN—Clothing in odd lots, close outs. Afghan-Europe Transit and Forwarding Co. Ltd. (importer, freight forwarder), P.O. Box 314, Kabul. WTD 6/68.

FRANCE—Garments, clothes of all categories, including sportwear for men, youths, preferably clothing from army surpluses, second-hand articles. Dray, Ets. "Stocks de la Grave" (retailer), 1 Quai de la Grave; 33- Bordeaux, Gironde. WTD 5/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

SPAIN—Hardwood, softwood plywood, interior exterior types; hardwood, softwood veneer. Requests replies in Spanish. Talleres Palermo (manufacturer, exporter), Republica Dominicana 26, Las Palmas de Gran Canaria (Canary Islands). WTD 5/68.

249 Wood products

FRANCE—Boot, shoe-trees suitable for use with all categories of footwear for men, women; related articles, wood, other kinds. Direct purchase and agency. Mariotte & Cie., Etablissements (manufacturer, wholesaler), Usine du Couderc; 87- Chaillac, Haute-Vienne. WTD 8/67.

259 Furniture, fixtures

FRANCE—Automatic window blinds spring rollers; electric motions for window shades, curtains. Direct purchase and agency. Le Store Francais (importer, manufacturer, wholesaler, retailer), 4, Avenue Pierre ler de Serbie, Paris, 16eme. WTD in preparation.

262 Paper mills, products

AFGHANISTAN—Writing paper, 35 tons, 100 x 70 cm., 75 gms.; writing paper, 20 tons, 100 x 70 cm., 75 gms.; news print paper, 100 tons, 100 x 70 cm., 70 gms.; offset paper, 100 tons, 100 x 70 cm., 70 gms.

Bid deadline July 15. Price quotations c&f Karachi basis, samples are to be submitted by deadline. Nabico (importer, commission agent), P.O. Box # 337, Kabul. WTD 3/68.

● **IRAN**—200 tons of colored paper in sheets comprised of 150 tons white; 25 tons pink and 25 tons blue. Sheet size to be 72 x 90 cms. Substance for the white paper to be 80 grams/m^2 ± 2 grams. Substance for the blue and pink paper to be 50-60 grams/m^2. Bid deadline Aug. 13.

Copies of the tender form with specifications and conditions available from the Forest Products Division, BDSA, Rm. 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3530).

281 Industrial chemicals

FRANCE—Crude products, raw materials, ceramic chemicals of all categories for utilization in preparation, processing porcelain paste and enamel, ceramic coatings, related lines for chinaware industry. Agency and direct purchase. Kaolins & Pates Ceramiques du Limousin (manufacturer, wholesaler), 50 Blvd. Gambetta; 87- Limoges, Haute-Vienne. WTD 5/68.

ITALY—Reagents for chemical analysis. Direct purchase and agency. Dr. Mario De La Pierre (retailer), Via dei Mille 16, 10123 Torino. WTD 6/68.

Enzymes for domestic, industrial detergents, cosmetics. Franco Rol (wholesaler), Corso Generale Govone 10, Torino. WTD 6/68.

SPAIN—Raw materials for preparation of mixed feeds, insecticides, fungicides, fertilizers, synthetic resins, ceramic enamels, paper, intermediate products for perfumery, cosmetics industry. Suministros y Estudios Industriales y Economicos, S.A. (manufacturer), Serrano 26, Madrid (1). WTD 2/68.

282 Synthetic materials

GERMANY—Polyester, acrylic, nylon staple fibers and filament yarns, white and colored; the latter of all strengths including super-elastic. Textroff Hans Georg Rupp (importer, wholesaler, sales agent), 28 Bremen, 31 Kohlhoekerstrasse, P.O.B. 698. WTD in preparation.

ITALY—New synthetic resins for plastic materials, special applications. Franco Rol (wholesaler), Corso Generale Govone 10, Torino. WTD 1/68.

SPAIN—Vinyl resins. Suministros y Estudios Industriales y Economicos, S.S. (manufacturer), Serrano 26, Madrid (1). WTD 2/68.

283 Drugs

BOLIVIA—Drugs, from simple medications through antibiotics. Requests replies in Spanish. List showing doses used in 1967 available from Trade Opportunities Staff, BDSA-618, Rm. 4059, U.S. Dept. of Commerce, Washington, D.C. 20230. Caja Nacional de Seguridad Social (Bolivian National Social Security Agency), Apartado 697, La Paz.

SPAIN—Medicinal chemicals, botanical products for preparation of pharmaceutical specialties, other laboratory uses. Suministros y Estudios Industriales y Economicos, S.A. (manufacturer), Serrano 26, Madrid (1). WTD 2/68.

284 Soap, detergents, cleaning preparations, cosmetics, perfumes

FRANCE—Cosmetics; beauty lotions, oils; face creams; skin-cleansing preparations; shampoos; shaving creams, other allied beauty-shop products. Patry Freres, Etablissements (dealer, manufacturer), Boite Postale No. 21; Fief Barbotin; 17- Aytre, Charente-Maritime. WTD 8/67.

SPAIN—Cosmetics, perfumes, other toilet preparations, specialty cleaning, polishing, sanitation preparations, household aerosols. Jose M. Ortiz Sanchez (importer, distributor), Emilio Calzadilla 15, Santa Cruz de Tenerife (Canary Islands). WTD 4/68.

285 Paints, varnishes, lacquers, enamels

GERMANY—Raw materials for varnish, paint industries (solvents, pigments, fillers, artificial resins, varnish auxiliaries). Requests price quotations c.i.f. Rotterdam, Amsterdam, Hamburg or Bremen. Direct purchase and agency. Zinkweiss-Handelsgesellschaft mbH. (importer, wholesaler, sales agent), Postfach 622, 42 Oberhausen/Rhld. WTD 6/68.

289 Chemical products

GERMANY—Fillers for rubber processing industry, accelerators and reinforcing agents, gas and carbon black, other chemicals used in rubber industry. Requests price quotations c.i.f. Rotterdam, Amsterdam, Hamburg or Bremen. Direct purchase and agency. Zinkweiss-Handelsgesellschaft mbH. (importer, wholesaler, sales agent), Postfach 622, 42 Oberhausen/Rhld. WTD 6/68.

291 Petroleum refining

AFGHANISTAN—Motor oils for heavy duty trucks, passenger cars. Requests prices c.i.f.

Karachi, insurance to Kabul. Balwant Singh & Saran Singh Bagga (importer, exporter, wholesaler, retailer), P.O. Box No. 445, Kabul. WTD 6/68.

Lubricating oils. Ghulam Jailani (importer, wholesaler, retailer), Serai Shoba Baghi Ali Mardan, Kabul. WTD 6/68.

329 Abrasive, asbestos, nonmetallic mineral products

● **BURMA**—200 sheets compressed asbestos jointing with wire mesh and graphite coating, various thicknesses, 36 x 48 in., for heat and high pressure. 25 lbs. of asbestos packing for steam valves. 140 lbs. of asbestos rope 1/16 to 5/8 in. in diameter. Graphited square packing for high pressure steam valves in miscellaneous sizes. Flake graphite is 516 tons.

Tender No. 761 (T) /MCY-ESB (R) /67-68, ref. No. 1869 / Pa-(2) Kha-229R/67-68. To be submitted to controller of Stores, Electricity Supply Board, Central Stores Dept., Rose Bank Road/Ahlone, Rangoon. Bid deadline July 26; quotations in dollars; specifications to be submitted with bid.

331 Steel mill products

● **LIBYA**—Cast iron pipes 6"-18" diameter to be used in government sewerage system, approx. 30 miles; steel pipes 6"-8" diameter to be used in government potable water system, approx. 30 miles.

Bids expected to be invited within sixty days. Citexco, P.O. Box 248, Tripoli. WTD in preparation.

● **UGANDA**—Galvanized steel, flexible tubing, 1,500 ft., 3 diameter sizes; steel conduit, black enamel, 28,000 ft., 4 diameter sizes; galvanized, heavy gauge, solid drawn conduit, 1,850 ft.; and 38 types of fittings in various sizes and quantities.

Tender No. E/20/68-9; bid deadline July 26.

Chief Supplies Officer, Ministry of Works, Communications and Housing, P.O. Box 98, Entebbe.★ (Telephone: 202-967-2364).

335 Rolling, drawing, extruding of nonferrous metals

● **THAILAND**—All aluminum spaced aerial cable, 15 kv rating, 10/64 in. polyethylene, 50,000 m.

Tender No. MEA-PSD-125, bid deadline July 30. Purchase and Stones Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4579).

342 Cutlery, hand tools, general hardware

● **BURMA**—Supply of various types, sizes and quantities of hand tools, including files, screw drivers, chisels, pliers, other related items. Tender No. 72(T) /MCY-ESB/EHR/67-68, bid deadline July 6.

Government of the Union of Burma, Electricity Supply Board, Central Stores, Dept. Rose Bank Road, Ahlone, Rangoon.★ (Telephone: 202-967-5585).

GERMANY—All types of hobby, do-it-yourself tool kits, new to U.S. market. Direct purchase and agency. H. Putsch & Comp mbH (wholesaler, agent, importer, exporter), 46 Jaegerstr., 58 Hagen. WTD 5/68.

JAMAICA—Desk drawer locks, filing cabinet locks, stationery cabinet locks; chair bases, mechanisms of metal or chrome, desk drawer suspension. Direct purchase and agency. A. Leonard Moses Ltd., 92 Harbour St., Kingston. WTD 12/67.

SPAIN—Builders' hardware. Requests replies in Spanish. Talleres Palermo (manufacturer, exporter), Republica Dominicana 26, Las Palmas de Gran Canaria (Canary Islands). WTD 5/68.

349 Fabricated metal products

FRANCE—Safety and relief valves, pipe couplings and fittings, pressure and flow control valves, repair kits for water, gas and petroleum piping systems. Direct purchase and agency. Requests replies in French or German. Electroma (importing wholesaler, retailer), 45 Rue d'Adelshoffen, 67 Schiltigheim. WTD 6/68.

351 Engines, turbines

● **MALAYSIA**—Supply and install one 30,000 KW, 50 cycle steam turbine and generator complete with condensing, feed heating, deaerating plant, miscellaneous pipework, small pumps, valves. This is the third 30 MW generating unit to be installed in the Prai Power Station, National Electricity Board of the States of Malaya. Steam condition is 900 p.s.i.g. and 900 degrees F.

Bid deadline 12 noon, Sept. 30, bid documents available in early July; set of four documents for deposit of 25 pounds sterling (approx. $60), additional sets 3 pounds sterling (approx. $7.20) from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London S.W. 1, England or 5th floor, Mercantile Bank Bldg., 19/21 Market St., Kuala Lumpur, Malaysia. A brief description of the project is available from either address at no charge; bid document deposits are not refundable.★ (Telephone: 202-967-4241).

353 Construction, mining, materials handling machinery, equipment

● **COLOMBIA**—Supply of one traveling derrick, 10 tons capacity and one portable winch. Bid deadline Aug. 5.

Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga, Oficina 607, Medellin, Colombia, S.A. Terms and specifications are available from the above address for $9.20.

● **IRAN**—Thirteen crawler tractors, 97-120 hp. diesel engine, various accessories and attachments; six pulled type earthmoving scrapers, double drum power control units, 7 cu. yd. capacity. Tender No. LC 11/1; LC 11/2; LC 54/1. Bid deadline July 14.

Mr. M. Vakilzadeh, Project Manager, Ghazvin Development Authority, c/o Ministry of Agriculture, Elizabeth II Blvd., Tehran.★★ (Telephone: 202-967-5566).

● **VIET-NAM**—Supply and installation of two, 3000 kg. capacity traveling cranes and two magnet hoists for use in a steel rolling mill. Bid deadline Aug. 31.

Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-5585).

354 Metalworking machinery

GERMANY—All types of machine, hand operated tools new to the U.S. market. c.i.f. European ports. Direct purchase and agency. H. Putsch & Comp. mbH (wholesaler, agent, importer, exporter), 46 Jaegerstr., 58 Hagen. WTD 5/68.

NETHERLANDS—Automotive test, maintenance instruments such as ampere-hour meters, volt meters, temperature meters, vacuum meters, cylinder compression meters, coil testers, battery chargers. Efka Import (importer), 54 Mr. Troelstrastraat, Zandvoort. WTD 6/68.

● **PAKISTAN**—Supply of workshop machinery, including four heavy duty heading and forging machines; electric-driven vacuum exhauster; two portable 300 amp. motor-generator welders; two turret lathes—35" swing—16' bed; two 100-ton open fronted geared presses; two thread rolling machines; two single spindle automatic bar chucking machines; three air compressors; one 15-ton overhead electric crane; and 1200' of 10" steel pipe for tubewell drilling.

Tender No. PR-I/68/PMP/7, bid deadline July 22.

Secretary Railway Board, Government of West Pakistan, P.W.R. Headquarters, (Rm. No. 7, 1st Floor), Empress Rd., Lahore. Tender documents can be obtained from the Secretary of the Railway Board for 50 Pak Rupees ($10.50).

SWITZERLAND—Automatic wind-off and wind-up reels for bands, wires, sheets, strips fed into punching or stamping machinery. Di-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-5331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14202, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Stross Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3225 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

rect purchase and agency. Soprem SA (manufacturer, distributor), Case 166, 1211 Geneva 2. WTD 10/67.

Metalworking machinery, power hand tools, carbide tools for machine tools, machine tool accessories. Agency and direct purchase. Requests replies in French. Wibemo-Willy Bendit (importer, distributor), Rue des Gorges 20, 2740 Moutier. WTD in preparation.

● **VIET-NAM**—Machinery, equipment, and technical assistance for a rod mill, capacity six metric tons per hour. Bid deadline Aug. 15. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon.

YUGOSLAVIA—Machinery for manufacture of bolts, nuts, rivets, screws, wire mesh. Petar Drapsin (manufacturer), Fabrika zavrtnja, zicane i gvozdene robe, Novi Sad / Davida Rackovica 6.

355 Special industry machinery

AFGHANISTAN—Electric-powered machinery for solidifying, hydrogenating 50 tons of linseed & sesame oil per hour. Qumberby and Bros. (exporter, importer, wholesaler), Apt. No. 118, Zurghuna Maidan, Kabul. WTD 5/68.

LIBYA—Automatic machinery, equipment for manufacturing tin cans. Firm desires to receive detailed study based on annual production of 50 million tin cans of seven different sizes. Firm wishes to know: value of machinery; equipment; labor requirements; type, size of building where plant will be set up; other pertinent details. The Signal Co. (importer), P.O. Box 2390, Tripoli. WTD in preparation.

MEXICO—Machinery for manufacturing, packaging caramel candy made from goats milk. Cia. Mantequera De Torreon, S.A. (manufacturer, wholesaler), Hidalgo Pte. 1899, Apartado Postal 202, Torreon, Coahuila. WTD 5/68.

YUGOSLAVIA—Complete slaughtering line, including internal transport for beef, capacity 500 cattle daily; Butchering processing and canning lines, daily capacity 500 beef, 1,000 hogs, 10,000 chickens. Formal request for bids to be let in Sept. or Oct. 1968. Sljeme, poljoprivredno industriski kombinat (agricultural, meat packing firm), Attn.: Dusan Ragosic, Mgr. Meat Dept., Zagreb/Sesvete-Heinzlova 66.

Machines for slicing and wrapping bread, capacity 50,000 one kilogram loaves per day. Prehrambeno-tehnoloski institut (bakery, foods technology institute), (za Zagrebacku pekaru), Attn.: Matej Markes, Dir., Krsnjavoga 15 i Maksimirska 2, Zagreb.

Equipment for filling milk cartons, one and two liters, at 90,000 liters daily. Zagrebacka Mljekara (dairy), Attn.: Rade Tomic, Dir., Zitnjak bb.

356 General industrial machinery

● **BRAZIL**—Supply of 104 hydraulic jacks—four jacks with a capacity of 50 tons, 28 with a 25 ton capacity, 20 with a 50 ton capacity, and 52 with a 20 ton capacity. Bid deadline Aug. 1.

Companhia Paulista de Estradas de Ferro, c/o Chefe do Departamento de Materiais, Jundiai, Sao Paulo, Brazil.★ (Telephone: 202-967-5585).

DENMARK—Pumps of advanced design for oil, chemical industries. A/S De Smithske Jernstoberier og Maskinvaerksteder (manufacturer, wholesaler), 98 Annebergvej, P.O. Box 119, 9100 Aalborg. WTD 6/68.

● **YUGOSLAVIA**—One Fe-Si furnace of 20-25 MW capacity. Quotation should include price, quality, delivery, technical data, weight.

Tender No. Sl.list #21, bid deadline Aug. 21. Jugoelektro, Export-Import, Beograd/Knez Mihajlova 33.

357 Office, computing, accounting machines

SPAIN—Scales, balances; retail, commercial. Fediya (distributor, retailer), Rodriguez San Pedro 27, Madrid (15). WTD 4/68.

358 Service industry machines

SPAIN—Machines, equipment for use in buscher shops, sausage factories, grocery stores. Fediya (distributor, retailer), Rodriguez San Pedro 27, Madrid (15). WTD 4/68.

359 Machinery

FRANCE—Leak detection apparatus for water, gas, petroleum piping systems. Direct purchase and agency. Requests replies in French and German. Electroma (importing wholesaler, retailer), 45 Rue d'Adelshoffen, 67 Schiltigheim. WTD 6/68.

365 Radio, television receiving sets

JAMAICA—Tape recorders, tape decks, cassettes. Direct purchase and agency. A. Leonard Moses Ltd. (importer, commission agent, manufacturers' representative), 92 Harbour St., Kingston. WTD 12/67.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Automotive parts, accessories. Ghulam Jailani (importer, wholesaler, retailer), Serai Shoba Baghi Ali Mardan, Kabul. WTD 6/68.

Automotive parts, accessories. Gul Nabi Ahmedzai (importer, wholesaler, retailer), Serai Shoba, Baghi Ali Mardan, Kabul. WTD 6/68.

Auto spare parts, accessories. Requests prices c.i.f. Karachi, insurance to Kabul. Balwant Singh & Saran Singh Bagga (importer, exporter, wholesaler, retailer), P.O. Box No. 445, Kabul. WTD 6/68.

SPAIN—Spark plugs, differentials, roller bearings, light bulbs for automobiles, all other classes of parts, accessories. Requests replies in Spanish. Auto Repuestos Asenjo (importer, distributor), Av. Garcia Barbon 12, Vigo (Pontevedra). WTD 5/68.

373 Ship, building, repairing

JAMAICA—Deep sea fishing vessel, under 50 tons, principally for long line fishing. St. Dorothy Deep Sea Fishing Co-operative Society, Old Harbour Bay P.O., Clarendon.

Deep sea fishing vessel, under 50 tons, principally for long line fishing. Manchioneal Fishing Co-operative, Manchioneal P.O., Portland.

381 Engineering, laboratory, scientific research instruments

FRANCE—Engineering, surveying, and reproduction equipment, articles of all categories, supplies, up-to-date instruments for engineering, research bureaus, draftsmen, geodogists, scientific, industrial activities. Agency and direct purchase. Descriptive literature, price lists requested. Manufacture de Papier Heliographiques, S.A. (sales agent, dealer), 24-26 Rue du Commandant-Arnould; 33- Bordeaux, Gironde. WTD 5/68.

GERMANY—Laboratory testing, scientific instruments; laboratory measuring instruments. Direct purchase and agency. Karl Stihler (wholesaler, retailer), 7 Stuttgart-Degerloch, Haidlenstrasse 8. WTD 6/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **DOMINICAN REPUBLIC**—Supply of approximately 9,000 water meters, with 8,930 meters having a nominal capacity of 3 cu. m. per hr. and the remainder a nominal capacity of 7 cu. m. per hr. Bid deadline July 10.

Terms and specifications in Spanish. Correspondence and proposals requested in Spanish. To be financed by Inter-American Development Bank credits. The Instituto Nacional de Aguas Potables y Alcantarillado (INAPA), Avenida Independencia 201, Santo Domingo, Dominican Republic.★ (Telephone: 202-967-2939).

● **INDIA**—Supply of 100 chrome steel thermometers, dial type, range 50°F to 500°F; 20 thermometers, industrial, mercury filled, range 100°F to 550°F; 200 pencil type thermometers, manual use, range 200°F to 600°F.

Tender No. 1088/BPO/PR/I-520/60514/Global, bid deadline July 31.

The Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab, India.★ (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

FRANCE—Respiratory, eye and face protection devices for gas, petroleum industries. Direct purchase and agency. Request replies in French or German. Electroma (importing wholesaler, retailer), 45, Rue d'Adelshoffen, 67 Schiltigheim. WTD 6/68.

GERMANY—Orthopedic devices, instruments, materials; surgical instruments, apparatus; anesthesia apparatus; all types of hospital, medical supplies. Direct purchase and agency. Karl Stihler (wholesaler, retailer), 7 Stuttgart-Degerloch, Haidlenstrasse 8. WTD 6/68.

ITALY—Scientific instruments for industrial test, research work as well as for clinics, hospitals, universities, technical institutions. Direct purchase and agency. Dr. Mario De La Pierre (retailer), Via dei Mille 16, 10123 Torino. WTD 6/68.

● **TURKEY**—Supply of medical equipment including: two X-ray apparatus, 500 mA; six operation tables; seven ceiling operation lamps; seven mobile X-ray apparatus, 100 mA; two capsule filling and sealing machines; other related items. Bid deadline Aug. 7.

Kara Kuvvetleri Saglik Dairesi Baskanlizi, Ankara.★ (Medical Department, Land Forces Command). (Telephone: 202-967-2939).

386 Photographic equipment, supplies

FRANCE—Photomechanical equipment, devices of modern types, accessories; graphic art supplies, precision instruments, tools of all categories. Descriptive literature, price lists requested. Seripho (manufacturer), 84-86 Rue Condorcet; 33- Bordeaux, Gironde. WTD 8/67.

394 Toys, amusement, sporting goods

SPAIN—Toys, games, novelties. Jose M. Ortiz Sanchez (importer, distributor), Emilio Calzadilla 15, Santa Cruz de Tenerife (Canary Islands). WTD 4/68.

395 Pens, pencils, office, artists' materials

AFGHANISTAN—Fountain pens, ballpoint pens. Requests prices c.i.f. Karachi, insurance to Kabul. Balwant Singh & Saran Singh Bagga (importer, exporter, wholesaler, retailer), P.O. Box No. 445, Kabul. WTD 6/68.

504 Groceries

SPAIN—All classes of food products normally sold in grocery stores. Jose M. Ortiz Sanchez (importer, distributor), Emilio Calzadilla 15, Santa Cruz de Tenerife (Canary Islands). WTD 4/68.

All classes of food products normally sold in grocery stores. Antonio Cruz Naranjo (importer, distributor), Secretario Artiles 63, Las Palmas de Gran Canaria (Canary Islands). WTD 4/68.

Pulp mill planned for Pakistan

The East Pakistan Forest Industries Development Corp. seeks bids to construct a pulp mill of 100 bone dry tons per day capacity at Chhatak in the district of Sylhet, East Pakistan. The project will be on a turnkey installation basis.

Tenders must be received by the Secretary, East Pakistan Forest Industries Development Corp., 72 Motijheel, Dacca-2, East Pakistan by Aug. 7.

Bid documents are available for 100 rupees (approx. $21) from the Embassy of Pakistan, 2315 Mass. Ave., NW, Washington, D.C. 20008.

Prequalification invited by Turkey for construction of irrigation project

The General Directorate of State Hydraulic Works, Department of Design and Construction, Ruzgarli Sokak, Catal Han., Ulus—Ankara, Turkey, invites contractors to prequalify for participation in the bidding for the construction of Seyhan Irrigation Project, Stage II.

The work, which is divided into four separate contracts, consists chiefly of main irrigation and drainage canals, prefabricated concrete flumes, pipe distribution system, appurtenant structures, and other miscellaneous works.

Interested firms, experienced in the kind of work contemplated, may obtain further information concerning the project at the address given above. They should provide information in Turkish or English concerning their qualifications, with special reference to work performed or in progress, project costs, dates of commencement and completion, scope, name of owner; professional record of firm's key management personnel; firm's capital and annual transactions, bank references; capacity of firm's construction equipment; and particular information regarding work performed of a similar nature.

Applications for prequalification must be received by July 10.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

FRANCE—Lentils and beans (dry); seed corn, including selected varieties. Ducournau, Georges (broker, sales agent), 16 Rue de Berdot; 40-Dax, Landes. WTD 5/68.

204 Grain mill products

FRANCE—Prepared feeds, feeding materials, concentrates for livestock and fowl, primarily soybean cakes, baked. Ducournau, Georges (sales agent, broker), 16 Rue de Berdot; 40-Dax, Landes. WTD 5/68.

239 Fabricated textile products

SOUTH AFRICA—Sweatbands of artificial leather, fancy crown cords for men's hats. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 4/67.

253 Public building furniture

BERMUDA—Furniture for hotels, institutions. International Teaching Equipment and Materials Ltd. (sales agency), Belvedere Bldg., Pitt's Bay Road, Pembroke. WTD 5/68.

281 Industrial chemicals

GERMANY—Chemical additives for rubber, plastic, lacquer, paper industries. Agency representation for W. Germany. Heinrich Treffert (sales agent, importer, wholesaler), 6530 Bingen, Goethestr. 12. WTD 6/68.

ITALY—Lapping, honing compounds. OCRI (agent), Corso Tortona 56, Torino. WTD 6/68.

NEW ZEALAND—Boric acid-oxide, manganese oxide, caustic soda, caustic potash, aluminum oxide, sodium chlorate, sodium sulphate (salt cake), aluminum sulphate, soda ash, sodium bicarbonate, sodium borate, hydrogen peroxide, arsenic trioxide, methyl alcohol; chemicals required by following industries: paint, plastics, textiles, papermaking. Mr. R. D. Trenery, Chemicals Technical and Development Manager, Buckley & Young Ltd. (importer, manufacturer), P.O. Box 5641, Auckland 1. WTD 12/67.

283 Drugs

HONDURAS—Pharmaceuticals. Drogueria Apana (manufacturers' representative), Apartado Postal 420, Tegucigalpa, D.C. WTD 6/68.

287 Agricultural chemicals

NEW ZEALAND—Newly developed lines of insecticides, herbicides, fungicides; scrub dessicants, chemicals for control of pine needle blight, control of aquatic weed. Mr. R. D. Trenery, Chemicals Technical and Development Manager, Buckley & Young Ltd. (importer, manufacturer), P.O. Box 5641, Auckland 1. WTD 12/67.

291 Petroleum refining

THAILAND—Greases and oils for automotive lubrication. C.i.f. Bangkok prices, brochures requested. Exclusive agency. Amorn Supplies Ltd. Partnership (importer, distributor), 286 New Road, G.P.O. Box 319, Bangkok. WTD 3/67.

299 Products of petroleum, coal

THAILAND—Brake fluid. Exclusive agency. C.i.f. Bangkok prices, brochures requested. Amorn Supplies Ltd. Partnership (importer, distributor), 286 New Road, P.O. Box 319, Bangkok. WTD 3/67.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Communication wires, cables. Standard Trade Agencies (sales, indenting agent), 42 Dilkusha Commercial Area (3rd Floor), Dacca-2. WTD 11/67.

349 Fabricated metal products

NORWAY—Valves for handling chemical solvents, 4"-12" and larger, stainless garniture. Ramses Shipping A/S (ship broker, manufacturers' agent), Oscarsgate 46b, Oslo 3. WTD 6/68.

353 Construction, mining, material handling machinery, equipment

FRANCE—Concrete mixers: portable, stationary, or truck-mounted for industrial uses; related machinery of modern types such as vibrators, batching units, cement blenders, concrete reinforcement accessories and hardening materials. Robert Amiand, Ateliers & Chantiers des Sables (sales agent), Usine de la Garliere; B.P. 66; Les Sables d'Olonne; 85-Vendee. WTD 5/67.

ITALY—Latest American models in building machinery, chiefly crushers, vibrators. INGG. Bertolazzi & Levi (agent), Corso Someiller 6, Torino. WTD in preparation.

354 Metalworking machinery

PAKISTAN—Lathes, milling, grinding machines. Standard Trade Agencies (sales, indenting agent), 42 Dilkusha Commercial Area (3rd Floor), Dacca-2. WTD 11/67.

SPAIN—Metalworking machinery. Requests replies in Spanish. Cabezon Herrera, S.A. (agent), Nunez de Balboa 14, Madrid (1). WTD 4/68.

355 Special industry machinery

AUSTRALIA—Woodworking machinery, gold-stamping, engraving machinery. Aidan Industries Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 125 Military Rd., Neutral Bay, NSW 2089. WTD 6/68.

NETHERLANDS—Spray-evaporators, special drying machinery for foodstuff industries. Descriptive literature requested. Exclusive representation. Fa. van Leeuwen Boomkamp & Co. (importer), 60 Singel, Amsterdam. WTD 6/67.

SPAIN—Woodworking machinery, equipment. Requests replies in Spanish. Cabezon Herrera, S.A. (agent), Nunez de Balboa 14, Madrid (1). WTD 4/68.

Special machinery, equipment for petroleum refineries, pipe lines, nuclear power plants, petro-chemical installations. Productos para la

Industria Petrolifera, S.A. (importer, distributor), Fernandez de la Hoz 40, Madrid (10). WTD 5/68.

356 General industrial machinery

NORWAY—Screw pumps, capacity 1,000-10,000 sq. ft. per hr., stainless garniture; deep well pumps, capacity 1,000-3,000 sq. ft. per hr., stainless garniture. Ramses Shipping A/S (ship brokers, manufacturers' representative), Oscarsgate 46b, Oslo 3. WTD 6/68.

357 Office, computing, accounting machinery

ITALY—Pneumatic continuous and discontinuous weighing systems. ICORA—Compagnia Rappresentanze Internazionali S.r.l. (manufacturer, representative, importer), Piazza della Repubblica 32, Milan. WTD 4/68.

PAKISTAN—Scales, balances, except laboratory. Standard Trade Agencies (sales, indenting agent), 42 Dilkusha Commercial Area (3rd Floor), Dacca-2. WTD 11/67.

362 Electrical industrial apparatus

NETHERLANDS—Resistance welding machines, equipment, accessories, Aluminum or gold wire for semi-conductor bonding. Representation for Netherlands, possibly other countries, license not excluded. Weld-Equip N.V. (manufacturer, importing distributor), P.O. Box 164, Helmond. WTD in preparation.

369 Electrical machinery, equipment, supplies

DENMARK—X-ray analytical equipment for university laboratories, industrial research laboratories. Agency for Denmark and/or Scandinavia. Carl Drenck (manufacturer, wholesaler), 32 Aaboulevard, 2200 Copenhagen N. WTD 6/68.

373 Shipbuilding, repairing

SPAIN—All classes of goods, equipment required to work under-water in cleaning and repairing hulls of vessels. C. Rubio (agent), Leon y Castillo 138, Las Palmas de Gran Canaria (Canary Islands). WTD 6/68.

381 Engineering, laboratory, scientific, research instruments

DENMARK—Scientific, laboratory equipment, instruments. Agency for Denmark and/or Scandinavia. Carl Drenck (manufacturer, wholesaler), 32 Aaboulevard, 2200 Copenhagen N. WTD 6/68.

NETHERLANDS—Scientific instruments for laboratory use. Exclusive representation. J. J. Du Mee Wetenschappelijke Instrumenten (importing distributor), 5a Gallenkamp Pelsweg, Soest. WTD 4/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Gauges, pressure switches, needle valves, solenoid valves, thermometers, similar equipment. Australian Controls Manufacturing Pty. Ltd. (manufacturer, importer, agent), P.O. Box 1, North Essendon, Victoria 3041. WTD 5/68.

PAKISTAN—Testing machines: abrasion, shearing strength, tensile strength, torsion. Standard Trade Agencies (sales, indenting agent), 42 Dilkusha Commercial Area (3rd Floor), Dacca-2. WTD 10/67.

384 Surgical, medical, dental instruments

ITALY—Solvent resistant safety gloves. Nordik, S.a.s. di Bruno Umek & Co. (importer, wholesaler, retailer), Via G. Borgazzi 4, 20122 Milan. WTD 5/68.

399 Manufacturing industries

NETHERLANDS—New product items in gift parcel line, such as gaslighters, clocks, thermometers, pens, ashtrays, knives, fine leather desk sets, bottle and shot dispensers. Exclusive representation. Handelsonderneming C.A. Martens (importer, distributor), 6 Vlassersingel, Hendrik Ido Ambacht. Contact: Mr. C. A. Martens, Mgr. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

MOROCCO—Wines, still, kosher (white, red, rose), all alcoholic strengths. Available in bulk, bottles. Exports could be arranged according to U.S. specifications. Prices, conditions available upon request. E.D.A.C. (agent, importer, exporter), 89, Rue Abdallah Almediouni, Casablanca. WTD 6/68.

209 Food preparations

MALAYSIA—Dried chili, pepper, copra, coffee. Chor Kee Co. (Agencies) (commission merchant, indent agent), 6 Bishop St. (top floor), G.P.O. Box 376, Penang. WTD 5/68.

242 Sawmills, planing mills

MALAYSIA—Indonesian timber: red/white meranti. Chor Kee Co. (Agencies) (commission merchant, indent agent), 6 Bishop St. (top floor), G.P.O. Box 376, Penang. WTD 5/68.

249 Wood products

FRANCE—Boot and shoe trees, wood, all categories and types, including, if so desired, U.S. models, sizes; articles suitable for use with all kinds of footwear for men, women, from street shoes to sport shoes, ankle-boots. Wholesale exportation, direct or through agents. Descriptive literature, price lists mailed upon request. Mariotte & Cie., Etablissements H. (manufacturer, wholesaler), Usine du Couderc; 87- Chaillac, Haute-Vienne. WTD 8/67.

Turkey to expand airport

Funds have been appropriated by the Government of Turkey enabling work to begin on the expansion and modernization of the Istanbul International (Yesilkoy) Airport

The first stage calls for construction of a new runway 3,000 meters long with high speed exit ramps, a new taxiway and a new apron.

The runway scheduled for completion in 1972 at a cost of $7.8 million will be equipped with a Category 2 instrument landing system.

Highway and connecting road relocation and construction will require an additional expenditure of approximately $1.9 million.

New Trade Lists

The Bureau of International Commerce has published the following automated lists to provide complete coverage for the countries listed below. The lists may be ordered by firms domiciled in the United States, giving the titles listed below or by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

Hong Kong

No.	Title	Number of Names in List
01000	Farm, forestry & fishery products; mining companies & contract construction	(137)
20000	Food & kindred products	(354)
21000	Tobacco and tobacco products	(20)
22000	Textile mill products	(574)
23100	Apparel and other finished products made from fabrics	(606)
24000	Lumber and wood products; furniture and fixtures	(212)
26000	Paper and allied products	(102)
27000	Published and printed materials	(73)
28100	Chemicals, industrial inorganic and organic; plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass	(171)
28300	Drugs; soap, detergents and cleaning preparations; perfumes, cosmetics, and other toilet preparations	(182)
28500	Paints, varnishes and allied products; gum and wood products; agricultural chemicals; miscellaneous chemical products	(81)
29000	Petroleum and petroleum products; rubber and plastic products	(205)
31000	Leather and leather products	(147)
32000	Stone, clay, glass, and concrete products	(114)
33000	Primary metals and metal products—iron and steel; nonferrous; miscellaneous primary metal products	(107)
34200	Cutlery, hand tools and general hardware; heating apparatus (except electric) and plumbing fixtures	(136)
34400	Fabricated structural metal products; industrial fasteners; metal stampings; miscellaneous fabricated metal products	(101)
35100	Machinery, non-electrical: engines and turbines; farm machinery and equipment; construction, mining and materials handling machinery	(119)
35400	Machinery, non-electrical: metalworking machinery and equipment; special industry machinery (except metalworking machinery); general industrial machinery and equipment	(170)
35700	Office machines; scales and balances, except laboratory; service industry machinery and miscellaneous non-electrical machinery	(91)
36100	Electric transmission and distribution equipment; electrical industrial apparatus	(60)

36300 Household appliances (88)
36400 Electric lighting and wiring equipment (68)
36500 Electronic equipment for home entertainment; phonograph records and tapes; communication equipment; electronic components and accessories (137)
36900 Miscellaneous electrical machinery, equipment and supplies (34)
37000 Transportation equipment (73)
38100 Professional, scientific, and controlling instruments; photographic and optical (141)
38700 Watches and clocks; jewelry, silverware and plated ware (112)
39300 Musical instruments and parts; toys, amusements, sporting and athletic goods (165)
39500 Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions, miscellaneous manufactured products (305)

Venezuela

00000 General trading firms (28)
01000 Farm and forestry products (203)
13000 Crude petroleum and natural gas producers; mining companies and contract construction (108)
19000 Arms and ammunition (18)
20000 Meat, poultry, and dairy products (170)
20300 Canned and preserved fruits, vegetables and sea foods (159)
20400 Grain mill and bakery products; sugar, confectionery and related products (172)
20800 Beverages; miscellaneous food preparations and kindred products (278)
21000 Tobacco and tobacco products (16)
22000 Broad and narrow woven fabrics; knitted fabrics and knit wear (490)
22600 Dyeing and finishing; carpets and rugs; yarn and thread; miscellaneous textile products (257)
23000 Men's, youths' and boys' clothing and finishing (196)
23300 Women's, misses', children's and infants' wear; hats, caps and millinery (158)
23700 Fur goods; miscellaneous apparel and accessories; miscellaneous fabricated textile products (121)
24000 Lumber and wood products; furniture and fixtures (271)
26000 Pulp, paper and paperboard products (223)
26400 Converted paper and paperboard products; paperboard containers and boxes (295)
27000 Published and printed materials (235)
28000 Chemicals, industrial inorganic and organic (212)
28200 Plastics materials and synthetic resins, synthetic rubber and other man-made fibers, except glass (124)
28300 Drugs (169)
28400 Soap, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations (144)
28500 Paints, varnishes and allied products; gum and wood chemicals (112)
28700 Agricultural chemicals; miscellaneous chemical products; petroleum and petroleum products (235)
30000 Rubber and miscellaneous plastics products (261)
31000 Leather and leather products (158)
32000 Stone, clay, glass, and concrete products (319)
33000 Primary metals and metal products (263)
34000 Metal cans, cutlery, hand and edge tools, except machine tools and hand saws (245)
34200 Hand saws and saw blades; general hardware (262)
34300 Heating apparatus, except electric and plumbing fixtures; fabricated structural metal products (175)
34500 Industrial fasteners; metal stampings; miscellaneous fabricated metal products (206)
35000 Machinery, non-electrical; engines and turbines (90)
35200 Machinery, non-electrical, farm machinery and equipment (165)
35300 Machinery, non-electrical: construction, mining and materials handling machinery (227)
35400 Machinery, non-electrical: metalworking machinery and equipment (232)
35500 Machinery, non-electrical: special industrial machinery, except metalworking machinery (239)
35600 Machinery, non-electrical: general industrial machinery and equipment (197)
35700 Office, computing and accounting machines; service industry machinery and miscellaneous non-electrical machinery (315)
36000 Electric transmission and distribution equipment; electrical industrial apparatus (152)
36300 Household appliances (402)
36400 Electric lighting and wiring equipment (135)
36500 Radio and television receiving sets (307)
36600 Communication equipment; electronic components and accessories; miscellaneous electrical machinery, equipment, and supplies (282)
37000 Transportation equipment (806)
38000 Professional, scientific, and controlling instruments; photographic and optical goods (202)
38700 Watches and clocks; jewelry, silverware and plated ware; musical instruments; toys, amusements, sporting and athletic goods (328)
39000 Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products (222)
54110 Grocery stores (12)
75380 General automobile repair shops (33)

Visiting Buyers and Officials

AUSTRALIA—Alfred Thomas Hayes, DeLarno's International Magic Center, International Enterprises, 24 Wesley Arcade, 205 Pitt St., Sydney, N.S.W. 2000, **interested in importing U.S. magic, joke, novelty goods.** July 2 via Seattle for approx. 20 days. c/o Tyee Motor Inn, Olympia, Wash. 98501 through July 4. Itinerary: Olympia; New York; Columbus and Cincinnati, Ohio; Chicago; San Francisco; Los Angeles; Honolulu, others as required. WTD 5/68.

ECUADOR—Ramon E. Leon S., representing his own firm, P.O. Box 6128, Guayaquil, **interested in purchasing equipment to enlarge and modernize present installation manufacturing brooms and brushes and requesting technical information.** June 22 via Miami for three weeks. c/o Sixto Solano M., 89 Clinton St., Apt. 2, New York, N.Y. 10002. Itinerary: New York, Washington, Miami. WTD 4/68.

ENGLAND—Keith Winter, Styrene Co-Polymers Ltd., Earl Road, Cheadle Hulme, Cheadle, Ches., **interested in obtaining licenses for manufacture of synthetic resins or offering manufacturing facilities for same.** July 8 via New York for approx. three weeks. c/o Commercial Section, British Consulate General, P.O. Box 3434, New York, N.Y., 10017. Itinerary: New York, Tonawanda, N.Y.; Linden, N.J.; East St. Louis, Ill.; Carpentersville, Ill.; Bloomfield, N.J.; Lincoln, R.I.; Chicago. WTD 7/67.

ISRAEL—Chaim Altbach, M. E., Plant Engineer, Regional Enterprises Beith Shean Ltd. (Mifalei Emek Beit Shean), Doar Na Beith Shean, **interested in direct purchase of equipment for a carrot packaging plant and equipment for an olive packaging plant, and requesting technical information.** June 20 via New York for four weeks. c/o M. J. Blum, 25th Ave., Apt. 40, New York, N.Y. 10011. Itinerary: New York, Texas and California areas. WTD 9/66 under revision.

LEBANON—Nassif Stephan, representing his own firm, P.O. Box 5582, Beirut, **interested in establishing regional agency for tobacco products.** June 24 via New York for two weeks. c/o General Cigars Co., 605 3rd Ave., New York, N.Y. 10016. Itinerary: New York; Richmond, Va.; Pittsburgh, Pa. WTD 6/68.

PAKISTAN—Asghar Ali, Comcorp, 15 Kothari Mansion, Inverarity Road, Karachi, **interested in purchase or agency arrangements for motion pictures, iron and steel, film and video tapes, fertilizers and seeking joint venture collaboration with experienced U.S. highway constructor.** June via Boston for 45 days. c/o 329 Hammond St., Chestnut Hill, Mass. 02167. Itinerary: Boston, New York, Washington, Chicago, Minneapolis. WTD in preparation.

SOUTH AFRICA—Dr. W. Gruft, Managing Director, Max Gonski Sons & W. Gruft (Pty.) Ltd. (Indent Agent), 501 Thibault House, Thibault Square, Cape Town, Cape Province, **interested in establishing textile agencies for piece goods, furnishing materials, yarns.** July 5 via New York for one week. c/o Americana Hotel, 801 7th Ave., New York, N.Y. 10019. Itinerary: New York. WTD 6/68.

SWITZERLAND—Giacomin Saluz, Papierhof AG, 9470 Buchs CH, **interested in purchase and agency for marking systems, labels, tickets, tags, and requesting technical information.** June 17 via New York for three weeks. c/o The Monarch Marking System Co. Ltd., Dayton, Ohio. Itinerary: New York, Chicago, Dayton. WTD 6/68.

TAIWAN—K. P. Chai, Manager Owner, Delta Chemical Works Ltd., Taipei, **interested in purchase of automatic machinery for producing unfilled gelatin capsules for pharmaceutical use and in arranging long-term contract for purchase of hide scrap, raw and dried, for gelatin and industrial glue production.** From June 22 until July 20. Until July 2 c/o R. H. Wang, Physics Dept., Graduate School, California Institute of Technology, Pasadena, Calif. 91109; after July 3 c/o Mrs. K. K. Chai, 110 West 69th St., Apt. 1-D, New York, N.Y. 10023. Itinerary will be arranged in response to interested suppliers. WTD in preparation.

New Books and Reports

***Guide to Foreign Trade Statistics—1968.* Published by the Bureau of the Census. Washington, D.C. 1968. 120pp. 75 cents.**

The foreign trade statistics program, conducted by the Bureau of the Census, involves the compilation and dissemination of a large body of data relating to the imports and exports of the United States.

This brochure is intended to serve as a guide to the various sources of foreign trade statistics and to inform users of the content and general arrangement of the data.

Chapter headings include: description of the foreign trade statistics program; published foreign trade reports; foreign trade reference material; origin of exports and destination of imports; list of classification schedules; and availability of special services.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Middle East and South Asia: 1968.* By Ray L. Cleveland. Published by Stryker-Post Publications, Washington, D.C. 1968. 90pp. $1.75.**

This publication, one of a series of area studies, summarizes the history, culture, politics and economies of the 18 countries in the region, from Turkey to India. The historical sections trace developments from prehistorical times through the Arab-Israel conflict of June 1967.

The report also includes maps, notes on dependent territories and short statements on the economic outlook for the individual countries.

Write: Stryker-Post Publications, 6330 Utah Ave. NW., Washington, D.C. 20015.

***The Economics of Interdependence: Economic Policy in the Atlantic Community.* By Richard N. Cooper. Published by McGraw-Hill Book Co. New York. 1968. 304pp. $10.95.**

Nations today are increasingly strained by a policy dilemma: they find that any inflationary—or deflationary—measures they take at home, in concern for their balance-of-payments position, are almost instantly canceled by an ally's countermeasures. To bring an end to this policy competition, Cooper proposes a realistic program involving the use of orderly restrictions on international payments among member nations of the Atlantic Community.

In the past twenty years there has been a reduction in the natural, artificial and psychological barriers to foreign trade and international capital movements. Cooper believes it is no longer possible for any nation to determine its economic fate—or even short-term fiscal policy—without first taking into account its current balance-of-payments situation and those surpluses or deficits of its Atlantic Community neighbors.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

***EFTA Trade With USA.* Published by the European Free Trade Assn. Geneva. 1968. 45pp. Free.**

This publication details the trade of the various EFTA countries—Austria, Denmark, Finland, Norway, Portugal, Sweden, Switzerland, the United Kingdom—with the United States, in the form of tables and background information. Tables show the share of EFTA exports to and imports from the United States, the Common Market and the rest of the world; share of U.S. exports to and imports from EFTA and the Common Market; and EFTA exports and imports by commodity groups.

Write: The EFTA Information Office, Suite 714, 711 14th St., NW., Washington, D.C. 20005.

New Customs Journals

The following new International Customs Journals are available at the standard price of $3 for hard-copy, 65¢ for microfiche.

Israel (1967-68) . . . . . PB 177 990
Ivory Coast (1967-68) . PB 177 989
Malawi . . . . . PB 177 892

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. (Attn.: Code 410.11.)

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Market Indicators for East Asia. OBR 68-8. 24pp. Statistics on population, production, trade, finance and related subjects are shown for 18 countries.

Basic Data on the Economy of New Zealand. OBR 68-23. 24pp. Information is included on geography, population, government, structure of the economy, industry, agriculture, labor force, finance, foreign trade, development planning and outlook for the economy.

Market Indicators for Africa. OBR 68-29. 44pp. This report consists of a series of tables on basic data, GNP, GDP, agricultural and industrial production, electric power production, foreign trade, gold and foreign exchange holdings, and education.

Foreign Trade Regulations of the Federal Republic of Germany. OBR 68-30. 10pp. Trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, Germany's export controls, U.S. controls and government representation are included.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The European Market for American Corporate Securities.* Published by Ketchum, MacLeod & Grove, Inc. New York. 200pp. $15.**

This study provides data on use and growth of the Eurodollar bond market; European investment in U.S. securities, including typical American portfolios of investors; listing requirements for U.S. securities on major European stock exchanges; and communications with European investors, including names and addresses of major banks, brokerage houses and institutional investors.

The book points out that European markets for U.S. securities help to counteract the dollar drain and reduce the balance-of-payments deficit. By financing on the Eurodollar bond market, American corporations can continue to expand abroad.

Write: Dept. D, Ketchum, MacLeod & Grove, Inc., 90 Park Ave., New York, N.Y. 10016.

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Calendar *for international traders*

BOSTON—Aug. 1—Businessmen's Consultation, **Malcolm Thompson, Economic Officer, Istanbul.** Sponsor: Commerce Field Office.

BOSTON—Aug. 5-6—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

CHARLESTON, W. Va.—July 24—Documentation & Procedure Requirements for Exports, Federal Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce, Small Business Admin.

CHICAGO—July 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—July 24—In-Office Meeting. Sponsor: Commerce Field Office.

CHICAGO—Aug. 13—Automotive Exporters' Club of Chicago, Builders Bldg.

CINCINNATI—July 22—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

CLEVELAND—July 24—International Trade Seminar on EFTA, Conference Room, Greater Cleveland Growth Assn, 10:30 a.m. Sponsors: Commerce Field Office, REEC, World Trade Assn.

DENVER—July 29—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

DETROIT—July 9—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—July 23—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HARTFORD—July 16-17—Businessmen's Consultation, **John A. Boyle, Economic Officer, Antwerp.** Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

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HIGHLAND PARK, Ill.—July 7-12—Institute on the Supranational Corporation & Western European Labor, Hotel Moraine. Sponsor: Loyola U. of Chicago Schools of Law and Business Administration.

HONOLULU—July 17—Businessmen's Consultation, **James Savery, Economic & Commercial Officer, to Hong Kong.** Sponsor: Commerce Field Office.

HONOLULU—Aug. 21—Export-Import Workshop, Suite 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Admin.

HUNTINGTON, W. Va.—Aug. 7—Documentation & Procedure Requirements for Exports, Conference Room, Greater Huntington Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, REEC, Small Business Admin., Chamber of Commerce.

KANSAS CITY—July 11—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—July 25—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—July 25—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

LOS ANGELES—July 11—Businessmen's Consultation, **James Savery, Economic & Commercial Officer, to Hong Kong.** Sponsor: Commerce Field Office.

LOS ANGELES—July 12—Businessmen's Consultation, **Thomas C. Colwell, Economic Officer, returning from Kampala, Uganda.** Sponsor: Commerce Field Office.

NEW YORK—July 29-30—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

PARKERSBURG, W. Va.—Aug. 21—Documentation & Procedure Requirements for Exports, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, Small Business Admin.

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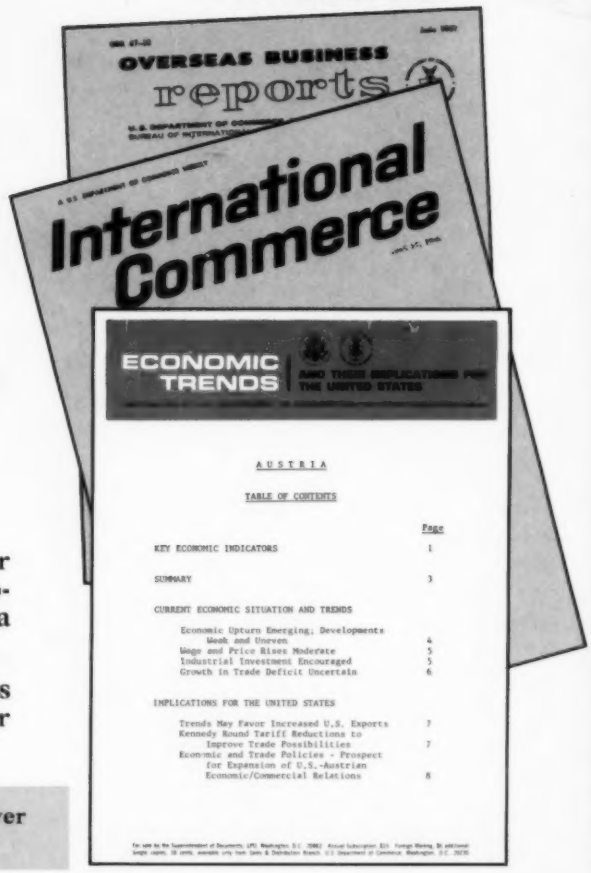
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